

DISTRIBUTION & WAREHOUSING

FORMERLY
TRANSFER & STORAGE

Vol. XXII, No. 4

U. P. C. Building, 230 W. 4th St.
New York, N. Y.

April, 1923



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Walker trucks like
these enable Hebard,
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dependable service at
lowest operating cost
per load.

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I NCREASING evidence in leading industries proves conclusively
to the thinking truck owner that the Walker Electric Truck
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other known trucking medium, past or present.

This greater economy has sold one of America's foremost users
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order being his 72nd.

Weigh this single proof and the additional evidence of these
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AMERICA'S LEADING MANUFACTURER OF ELECTRIC ROAD TRUCKS
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OF AMERICA
(INCORPORATED)

Chicago, Ill.



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THE signs are all around us. The old car is getting a new dose of paint. Summer hotels are oiling up their cash registers. Passenger agents are dusting off piles of Western tour booklets. John Suburbanite and The Best Little Wife a Man Ever Had are sitting up nights planning how the baby grand will look in their new home.

And just between ourselves—spring business looks good. There'll be more moving of household goods than we've had for many a year. Automobiles are going to be shipped West and East and South and North. Last year was a drought for the summer resorts—and, as everyone knows, there's a flood after every dry spell. This year's the year. Warehousemen are going to do a land-office business.

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Truck owners who try one set of Kelly Kats have many opportunities to make such comparisons and that is the reason why they almost invariably put their whole fleet on Kats as soon as they can.

There are no Caterpillar tires but Kelly Kats

KELLY-SPRINGFIELD
TIRE COMPANY



250 W. 57th STREET
NEW YORK, N. Y.



DISTRIBUTION & WAREHOUSING

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TRANSFER & STORAGE

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CONTENTS OF ISSUE COPYRIGHTED APRIL, 1923, BY THE CLASS JOURNAL COMPANY

ARTICLES

Research and Information Bureau Is Organized for Shippers	7
Warehousemen Cooperate to Retain Long Distance Moving Business. By K. H. Lansing.....	10
"Transportation" Keynote of Chamber Convention. Warehouse Distribution Reduces High Cost of Transportation. By William J. Buchanan.....	15
Truck Interests Unite to Support Legislation.....	17
Restoration of L. C. L. Records at Junction Points..	19
A History of the Warehouse. (V). By H. H. Manchester	20
Mechanics of Truck Operation. By P. L. Sniffin...	23
Government Asks Warehousing for Floor Load Data	26

DEPARTMENTS

Material Handling Forum. By Matthew William Potts...	28
From the Legal Viewpoint. By George F. Kaiser.....	30
What's What in New Buildings. (LIII).....	32
"Two Bits". (Vol. 3; No. 10).....	33
With the Associations.....	35
Construction and Incorporations.....	50
Convention Calendar	53

NEWS

Cotter Heads \$1,000,000 Warehouse Merger.....	34
Distribution Service, Inc., Holds Annual Meeting.....	42
Heavy Year Expected in Freight by Rail.....	44
Michigan Would Amend Warehouse Receipts Act.....	44
Casualty Insurance Reduced on Trucks.....	45
Shepard Incorporates Warehouses in New York.....	45
Would Amend Receipts Act in New York.....	46
Griswold & Walker Completing Fourth Unit.....	46
Aubin Terminals Corp. to Build in Detroit.....	47
D. A. Morr Properties Sold in Kansas City.....	47
Government Asks Bids on Norfolk Army Base.....	48
Utah Governor Vetoes Warehouse Bond Bill.....	49

Index to General Advertisers.....	136
Index to Shippers' Index Advertisers.....	137-138-139

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NEW YORK
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PITTSBURGH
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ALL OF YOUR SHIPMENTS of HOUSEHOLD GOODS and AUTOMOBILES to ALL WESTERN POINTS in ALL SEASONS

Many things enter into the make-up of "Judson Service," none of which can be omitted without detriment to the kind of service which both you and we desire to render to

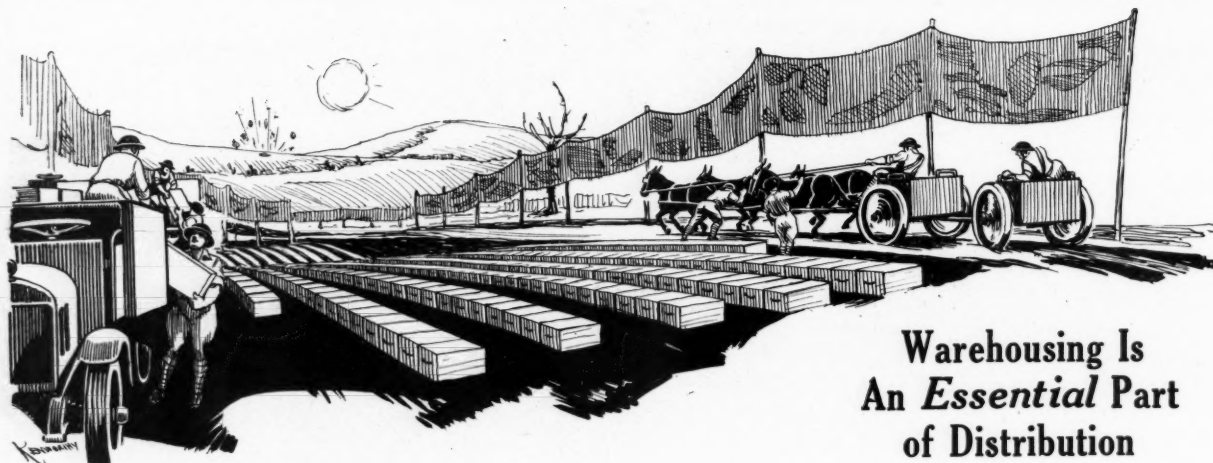
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Please do not overlook the fact that we make a specialty of

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Write nearest of any of above named offices for information, which will be cheerfully and promptly furnished.

JUDSON
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Warehousing Is An Essential Part of Distribution

The following concerns have warehouses which are modern, fully equipped, capably managed. Each is at the strategic center of a rich, distinct distributive area. Used collectively they are the backbone of your national distribution system. In groups or singly, they form the best possible backing for a sales and advertising campaign.

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A good general locates dumps where ammunition can reach his guns by the shortest, easiest route, with least chance of loss. At the base he charges his ordnance officer with periodical supply of the dumps. At each dump he puts a man in charge who sends ammunition where needed. Then he gives all his attention to winning his battle.

The goods you make are your ammunition. Your traffic manager is your ordnance officer. Warehousemen are those in charge of your dumps. The dump itself is now a "Spot Stock." Having made this disposition of your supplies, your whole attention is concentrated on winning your business battle.

Besides freedom from distribution problems, a system of spot stocks gives these advantages: an increase of cash resources through the collateral value of goods when a negotiable warehouse receipt has been given for them. Delivery to customers in one or two days instead of weeks. Carload rates over the longer distances. Recooperation and reconditioning of goods by warehousemen which without that care would be lost or involved in claim litigation. Freeing of factory space from storage for productive purposes. Decreased overhead through paying for only space used.

There are many more reasons, some of which would apply to your business alone. The striking economies they effect will be gladly explained to you by a fully informed man. He will call in response to a note. We suggest that you dictate it immediately.

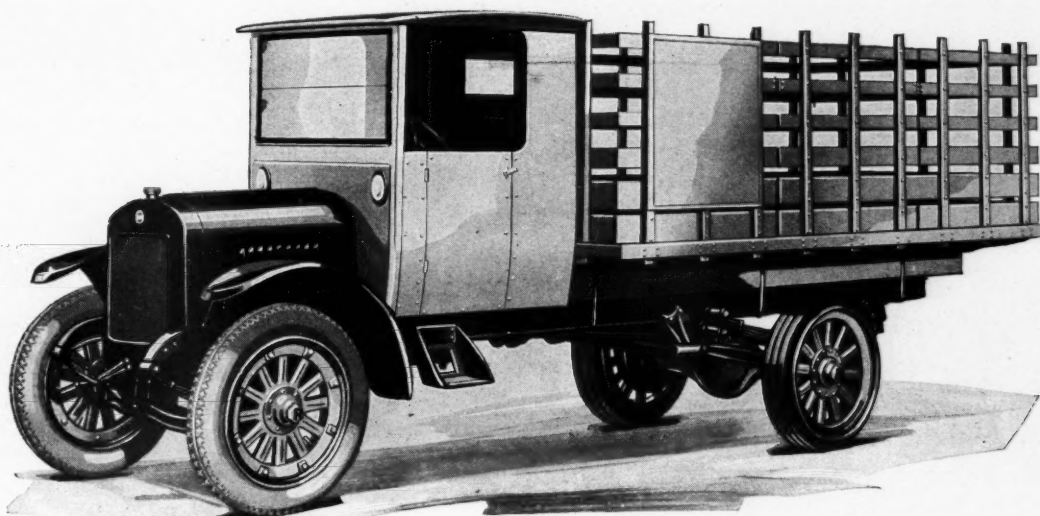
Distribution Service, Inc.

123 W. Madison Street
Chicago

100 Broad Street
New York



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Harris Transfer & Warehouse Co.
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- LOS ANGELES**
Union Terminal Warehouse Co.
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- NEW YORK**
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- OMAHA**
Gordon Fireproof Warehouse & Van Co.
- PHILADELPHIA**
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- PORTLAND**
Oregon Transfer Co.
- SAN FRANCISCO**
San Francisco Warehouse Co.
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Warehousemen Who Analyze Costs Choose Ruggles Trucks

Ruggles Trucks find their readiest sales among those who carefully study transportation costs. Such men know that the low first cost, supplemented by a low operating charge makes Ruggles Trucks truly economical.

Ruggles Trucks are built by truck specialists. They meet today's demand for power, service, ease and economy of operation, driver comfort. Correctly designed, honestly built, competently serviced, Ruggles Trucks are a revelation in modern commercial transportation.

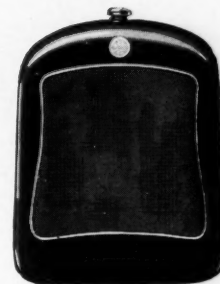
Business men in every line are finding that the efficiency of Ruggles Trucks offers a practical solution of their transportation problems.

Write us for interesting literature showing models from \$795 to \$2195. See the nearest Ruggles Dealer for demonstration.

RUGGLES MOTOR TRUCK COMPANY

Saginaw, Michigan

Canadian Factory: Ruggles Motor Truck Company, Ltd., London, Ontario



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F.o.b. Factory

"Go-Getter," \$795

Capacity, 1,500 lbs.

Model 20-R, \$1295

Capacity, 2,500 lbs.

Model 40, \$1995

Capacity, 5,000 lbs.

Model 40-H, \$2195

Capacity, 6,000 lbs.

RUGGLES

The World's Greatest Truck Value



Interior of Austin No. 9 Standard Building Multistory Type.

Do You Need More Warehouse Space Quickly?

If you need additional warehouse space or a complete new building quickly The Austin Company is prepared to give you the type of building designed for your particular requirements and deliver it on a definite time schedule basis.

Austin engineers have designed and built warehouses in every section of the country. These buildings are designed for economical operation and represent

the most building for every dollar invested. The Austin objective is to design buildings with a maximum of usable floor area.

No matter where you need additional facilities, whether it be a complete new building, an addition or a branch warehouse, 12 strategically located organizations are prepared to serve you with economy and dispatch. Phone, wire or use the coupon—

THE AUSTIN COMPANY, Cleveland Engineers and Builders of Modern Warehouses



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CLEVELAND 16112 Euclid Ave.
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PITTSBURGH Union Arcade Building
PHILADELPHIA 1026 Bulletin Bldg.
DALLAS 627 Linz Building
ST. LOUIS 1794 Arcade Bldg.
SEATTLE 1301 L. C. Smith Bldg.
BIRMINGHAM 412 Jefferson Bank Bldg.
THE AUSTIN COMPANY OF CALIFORNIA
LOS ANGELES 702 Pacific Electric Bldg.
SAN FRANCISCO 708 Santa Fe Bldg.

THE AUSTIN COMPANY, Cleveland
We are considering the erection of a warehouse building.
Please send us a copy of the new "Austin Book of Buildings," as we would also be pleased to receive further information regarding branch warehouses.
Firm.....
Individual.....
Address.....

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ENGINEERING BUILDING EQUIPMENT

DISTRIBUTION & WAREHOUSING

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TER, JANUARY 29, 1916, AT THE POST-

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Research and Information Bureau Is Organized for Shippers

Central Clearing House Established by National Distributors' Association Is Functioning Under Supervision of R. O. Eastman. How It Will Benefit Both the Manufacturer and the Public Warehouse Industry

FOR the manufacturers and producers of the United States and Canada there has been established at Cleveland a service and research bureau to which they may turn for information regarding their distribution problems in relation to the facilities and service being sold to national distributors by companies engaged in public warehousing.

Shippers who route their goods through commercial storage plants have heretofore been handicapped by reason of the fact that no such headquarters of a national character has existed. Today such a headquarters is at the disposal of those shippers.

The Man Behind

BACK of this new bureau for shippers stands the National Distributors' Association, organized in 1920 as a body of sales and traffic department officials of manufacturing companies. Supervising the bureau is Roy O. Eastman, head of R. O. Eastman, Inc., a nationally known service organization operating on behalf of a number of shippers. And indorsing the work and purposes of the bureau are leaders in the public warehouse industry, which itself will be benefited by the bureau's activities on behalf of warehousemen's customers.

The work of the Cleveland headquarters, located at 7016 Euclid Avenue, is distinctly educational in character. In no sense does it involve a coordinated effort by shippers to compel warehousemen to reduce rates on goods handled and stored for the manufacturers. To the contrary, the work of the headquarters will be along the line of stimulating bet-

This new business agency will serve as a clearing house where counsel and facts may be obtained by manufacturers and producers who are casting about in search of more economical ways and means of getting their goods from factory to retailer and consumer.

Secretary of Commerce Hoover said not long ago that "the United States has the most luxurious system of distribution in the world"—that distribution in this country "must be carried on more economically." Promotion of that increased measure of economy is the big objective of the service and research headquarters which has been placed in operation in Cleveland.

THIS is the story of what the National Distributors' Association, comprising traffic and sales officers of manufacturing companies, is planning to accomplish through the instrumentality of a service and information bureau which it has established at Cleveland under the supervision of Roy O. Eastman, whom the N. D. A. selected as its managing director when the association held its annual convention in Cleveland last December.

The Cleveland headquarters office is now functioning. It will benefit shippers primarily. But it will help the public warehouse industry also, as is pointed out in the text on these pages.

ter service by warehousemen, together with standardization and simplification. To quote from the shippers' association's by-laws, recently revised, the major purposes are:

"1. To render service to shippers in the solution of their problems pertaining to the physical distribution of their merchandise.

"2. To serve the membership as a clearing house for experience and information.

"3. To work toward the standardization of services, practices, business documents, rules, regulations, etc., in relationships between shippers and warehousemen and the furtherance of co-operation between them."

Questionnaires

INFORMATION designed to make the clearing house valuable to American business interests is now being compiled by Mr. Eastman, as managing director

of the National Distributors' Association, through the medium of questionnaires which are being sent to shippers who use warehouses. These questionnaires touch upon such fundamentals, in relation to warehousing and distribution, as follows:

Accounting methods	Pool cars
Association membership	Promptness
Shipping	Public relations
Billing	Railroad facilities
Bills of lading	Responsibility
Character of building	Special services
Collecting	Sprinklers
Deliveries	Stock records
Insurance	Stock valuation
L. C. L. records	Tariffs
Location of warehouse	Taxation of stocks
Periodical statements	Withdrawal orders
Prepayment of freight charges	Etc., etc., etc.

The shipper who routes his products through public warehouses will be able to visualize what it will mean to him in the way of saving money and time to have at his disposal a central clearing house to which he may turn for facts, data, statistics and advice when he desires to place stocks in storage in new distributing fields. No information headquarters of such comprehensive character has ever before been made available for the manufacturer and the producer. The very things he wants to know, the very information which is essential, will be on file for him in one office; for him there will be reduced to the minimum the possibility of selecting a warehouse which is not strategically located for his particular lines of goods—which renders indifferent service—which is morally and financially irresponsible.

Promoting Warehousing

THE benefits to national distributors being obvious, it is pertinent to examine as to how the existence of the Cleveland service bureau will react to the benefit of the public warehouse industry.

Certainly the knowledge by warehousemen that information regarding their services and facilities is on file, to be had for the asking by interested shippers, will serve to put storage executives on their mettle to see that those services and facilities are maintained at the very highest standards.

This stimulation of better service will have its effect among warehousemen whom the storage industry's leaders today recognize as being far from up to the mark in this respect. The "better service" idea will gradually permeate through the ranks of warehousemen who—and there are admittedly a large number of them—are not selling to shippers the high type of service which shippers are looking to pay for.

This constant effort and common endeavor to raise standards cannot but help the warehouse industry as a whole. It is the common goal toward which trade association leaders have been groping for years.

There is another way, equally important, in which the service bureau activities of National Distributors' Association are certain to react to warehousing's advantage. It is a way which will bring

profits in larger volume to warehousemen. This may perhaps best be explained by quoting from a paper read on behalf of Mr. Eastman before a group of warehousemen in Chicago on March 19. To quote:

"Shippers are of the opinion that there exists a lack of knowledge on the part of potential and possible users of warehouse service. This is something for warehousemen and the National Distributors' Association, working together, to remedy.

"I have in mind the great body of non-users who look upon a warehouse as being simply a place where merchandise stands still, rather than as a factor—and a mighty important factor—in the moving of merchandise.

"Just as nature abhors a vacuum, so does the merchandising world today

TO SHIPPERS: JOIN!

WAREHOUSEMEN are joining with members of the National Distributors' Association in a membership sales campaign on behalf of the shippers' organization.

This article is written in an effort to point out to traffic and sales representatives why it will be to their advantage to join the National Distributors' Association. The benefits are many, and are here briefly sketched.

The membership fee is \$50 annually. Mr. Shipper, talk this over with your associates and send in an application to the association's managing director, Roy O. Eastman, R. O. Eastman, Inc., 7016 Euclid Avenue, Cleveland, Ohio. If you want additional information, a line to Mr. Eastman will bring it.

The association already comprises manufacturers of nationally advertised products which include sugar, cereals, soaps, milk products, stoves, shoe polish, drugs, furniture, steel products, confectionery, flypaper and other goods commonly distributed through public warehouses.

The problems of these manufacturers are *your* problems. Help solve them!

abhor anything which tends to impede the movement of goods.

"In the opinion of many hundreds of non-users of warehouse service, storage is an abomination—a necessary evil, but something to be avoided whenever and wherever possible.

"Warehousemen know, and members of the N. D. A. know, that safe storage is only one of the functions of a real warehouse, and that the warehouse which does not function efficiently and economically in the movement of merchan-

dise it handles, as well as in the storage, is a back number.

"But this is a case where warehousemen know it and the N. D. A.'s members know it, but it is not known by the manufacturer who thinks of the warehouse as a place for storage only. And the name of that manufacturer is Legion.

"It follows, then, that the primary object of the N. D. A. is strictly and truly educational. The N. D. A. is out to build a more intelligent body of warehouse users—and unquestionably it cannot accomplish that purpose without creating more customers, and more profitable customers, for the men of warehousing. The N. D. A., accordingly, is out to help warehousemen, to the extent that it can, to render more efficient and economical service to the shippers—and, after all, that is the first common objective of the warehousemen themselves when they meet at their own conventions.

"In this process it is inevitable that both the warehouseman and the shipper will benefit. If the warehousemen render better service—either through their own ability to improve their service or through improved ability on the part of their customers to utilize that service—then the shipper is bound to get more for his money, whether the rates go up or down. . . .

"Visualize, then, what the headquarters office, this shippers' clearing house, can do for warehousing after it has compiled all the information it is after through the questionnaires being sent out.

"In time, the office will become a national agency of warehousing information, and will become known, as such, to the manufacturing and producing world. It will be used not alone by warehousemen's present customers, but by the many hundreds of potential customers whose business warehousemen ought to be handling. Created primarily for members of the National Distributors' Association, the Cleveland clearing house will, with warehousing's cooperation, be made to function for warehousing's benefit by attracting present non-users to the method of distributing through warehouses. In other words, the clearing house will build business for warehousemen, the while it is effecting economies for shippers. . . .

"By the concerted efforts on the part of those who buy and those who sell warehouse distribution service, some of the waste spoken of by Secretary Hoover can be reduced. Then both the warehousemen and the shippers are bound to benefit."

The Tie-Up

EARLY misgivings by some of the warehousemen that the National Distributors' Association was organized to obtain lower rates on storage and handling have been allayed. Time has shown that the association's activities have not been in that direction, and the public storage industry today is giving the traffic managers' body the unstinted support which it deserves. Here is evidence in support of that:

One of the first things which Mr. East-

man did after the machinery of his Cleveland headquarters office had been put in motion was to send to a selected list of 500 representative warehousemen the following communication:

"At the annual meeting of this association in Cleveland in December, plans were set on foot for the establishment of active headquarters office and service department.

"This office is now established and the service department in active operation. This association was formerly known as the Shippers' Warehousing and Distributing Association, the present name being adopted at the last meeting as being more expressive of the broad national functions of the body. A very active program has been outlined for this development of service and membership.

"As our interests are entirely in accord with those of the American Warehousemen's Association and with the best interests of the warehouse industry, one of our first moves is, naturally, to solicit your earnest cooperation toward the accomplishment of both purposes stated above—development of service and increase in membership. We are free to admit that we are looking to the warehousemen as very valuable allies in the development of our work. Much of the information which it will be the object of our service department to develop for the benefit of members will be gathered from or through the warehouse operators.

"On the other hand we feel it is an open question whether the projected activities of this association will benefit the shippers or the warehousemen the more. Let us look at it from your point of view. What gives you the most trouble in the operation of your plant? What causes most of the snarls, disputes and misunderstandings, resulting in endless correspondence and frequently the loss of business? Is it the inefficiency of your own plant, employees and methods, or is it ignorance, lack of orderly system and understanding of the whole warehousing proposition on the part of your customers?

Active Support Urged

"What greater service can be rendered the warehouseman than to develop a service to manufacturers that is designed to make them more intelligent and less troublesome users of warehouse service; that is designed to bring about standardization of methods and to abolish as far as possible all causes of friction?

"As we see it, you have everything to gain in employing your earnest active efforts to promote this association and its objects from your own selfish standpoint and apart from the deep appreciation such cooperation will receive from the present membership.

"Then may we ask you to give us your active and immediate support in this direction? And may we offer a tangible suggestion as to how you can go about this?

"Our suggestion is to make a real job of it. Take your list of customers—particularly those who are national distributors and with whom your recommen-



Advises all shippers to join the NATIONAL DISTRIBUTORS ASSOCIATION (formerly Shippers Warehousing and Distributing Assn.)

organized for service on problems of distribution.

Here is tangible evidence of warehousing support on behalf of the shippers' association's membership campaign. The Mercer Transfer & Storage Co., Burlington, Iowa, is attaching above poster on its letters to customers

dations will have the most weight. Write them a selling letter on the National Distributors' Association—just as much of a selling letter as you would write to a good warehouse prospect. Urge them to join now and get the benefit of the Association's service. Boost for us as hard as you can—we'll make good on your statements. Send a copy of your letter to this office and we'll be glad to send it on to the members so they may all know of the help you are giving this movement.

"We couldn't offer this suggestion if we did not feel so strongly that in helping us to accomplish our objects you are very directly helping the warehouse industry and therefore yourselves.

"It will be our object to keep you actively in touch with the progress of our work, and in return for the cooperation we receive from the warehousemen it is our purpose to extend to them the courtesy of the assistance of this office and of our service department at any time it can be of value to them."

How Warehousemen Responded

THE immediate response of some scores of warehousemen was the sending of letters to their customers urging them to take membership in the shippers' association. One storage executive wrote to 1,300 sales and traffic managers. Other warehousemen requested Mr. Eastman to supply them with a membership sales letter which they could send forward to manufacturers storing in their plants. Here are excerpts from a few of the communications sent by warehousemen to customers:

"The National Distributors' Association needs your membership and your traffic manager's help and advice. It's worth everything to you in return. We get the same benefit from the American Warehousemen's Association, and the two associations dovetail in results that are really wonderful. Get in now and get 100 per cent return."—Frank A. Todd, president Indianapolis Warehouse Co., Indianapolis.

"I have studied the purposes and progress of the National Distributors' Association from the time the idea was conceived and to my mind it is one of the most progressive organizations, with a purpose which merits the support of every national distributor. It has worked out to a successful conclusion many of the problems which have been disturbing national distributors and warehousemen for many years."—T. E. Witters, vice-president Baltimore Fidelity Warehouse Co., Baltimore.

"The American Warehousemen's Association and the National Distributors'

Association are closely allied although along different lines. As members of the American Warehousemen's Association we would urge you to join forces with the National Distributors' Association, for we believe you would be greatly benefited by such association."—H. E. S. Wilson, vice-president Campbell Stores, Hoboken, N. J.

"When a warehouse is decided on by the shipper, it surely becomes a part of the organization of the shipper. We consider ourselves in that relation to you. We deem it a duty and a pleasure to urge you to look up and study the activities of the National Distributors' Association."—Union Transfer Co., Fargo, North Dakota.

"We believe, for your benefit, it would be to your interest to have your traffic department a member of the National Distributors' Association. Such association will bring the warehousemen and manufacturing concerns closer together and create a feeling of acquaintanceship that will be of vast benefit to all concerned."—N. Bimberg, general manager Joseph Bimberg Sons, Elmira, N. Y.

Griswold & Walker, Inc., Chicago, sent to the Cleveland headquarters a list of manufacturing companies which buy G. & W. service, and promised to send "follow up" letters after Mr. Eastman had solicited memberships.

"Since the organization of the shippers' association," William J. Buchanan, manager of traffic and distribution for Griswold & Walker, wrote to Mr. Eastman, "we have become accustomed to looking into the future and seeing the picture of the warehousing industry and the National Distributors' Association working hand in hand for the elimination of our mutual distribution difficulties.

"So far as we know them, we are in hearty accord with the aims and purposes of the association and will be glad to cooperate in any way that will insure fruition of your plans. We are hoping among your aims will be found the disposition to stand firmly for direct negotiations between the warehouseman and the distributor and the elimination of service agencies, that can only become a burden on the warehousing industry and distributor alike."

R. R. Consolidation Opposed

Opposition to the proposed railroad consolidation plan of the Interstate Commerce Commission is expressed by the Minnesota Railroad and Warehouse Commission in testimony prepared for submission to representatives of commerce commissions at a hearing in St. Paul.

Twenty-Six Furniture

Warehousemen Cooperate to Retain Long Distance Moving Business

Household Goods Storage Executives in Nineteen Eastern Cities Are Using the Service of the Big 4 Transfer Co. to Offset "Invasion" by "Outside" Motor Truck Interests

By K. H. LANSING

THE tribute of Elisha Lee, vice-president of the Pennsylvania Railroad, paid to the achievements of motor truck transportation, at the recent annual dinner of the Society of Automotive Engineers, still is ringing in the ears of the public. Among the numerous unforgettable utterances of the rail executive in that address were the following:

"Experience shows that radically new ways of doing things tend to create new fields of their own rather than to encroach greatly upon what is older. For instance, we still write letters and use the mails in spite of the telegraph and telephone; we doubtless write far more letters than we would need to write had electrical communication not been invented to add enormously to the general volume of business activity. We still write with pens and pencils

in spite of typewriters. . . . Many other similar examples might be given. They all seem to demonstrate one general truth, which is that the human race, in its march of progress, constantly accumulates new resources and facilities; adopts the new readily and swiftly, but rarely discards, and then only very slowly. So, I think, it is likely to be with the motor vehicle and the railroad. The part of the motor vehicle in rendering transportation for hire is not to do what the railroad is already fitted and equipped to do with full success and satisfaction: it is to do what the railroad is not able to do at all, or else does only with difficulty and imperfect success."

Every practical furniture warehouseman is convinced that the public is better served when household goods are moved over limited distances by van when they are carried by rail.

THERE is also indisputable proof that those of the unbiased public who have thus been accommodated are of the same mind. Witness, for instance, the article by Forrest Crissey, entitled "Our New Transportation System," in the *Saturday Evening Post* for Dec. 16, 1922. Mr. Crissey's article clearly shows the advantage to the public of moving by van, rather than by rail. The article tells how a man living with his family in Winthrop, Mass., and working in Boston, had his household goods moved to Cleveland, a distance of 663 miles, by motor van in 49 hours, with 11 hours for stops, making actual running time of 38 hours and saving him at least \$417.50, including hotel bill for himself and family, which would have been added had his goods been moved by rail, with all the delays and annoyances incidental thereto. The grand total by rail would have been \$1,117.50, whereas a motor van accomplished the moving for a total of \$700.

There is justification, then, for motor trucks paralleling the lines of railroads in the case of the transportation of household goods.

Shipping by rail entails numerous intermediary operations from the time the goods are called for at the house, until they arrive at destination, with accompanying costs, making it considerably cheaper to ship by van than by rail up to at least 300 or 400 miles. Rail shipment of household goods includes costs for delivering packing materials; delivering the goods to the freight station; freight charges; insurance on goods in

THE LONG DISTANCE MOVING PROBLEM

TWENTY-SIX household goods warehouse companies, all members of the National Furniture Warehousemen's Association and located in nineteen cities, are co-operating with the Big 4 Transfer Co., with headquarters in Washington, D. C., in the transport of furniture and household effects by motor truck over long distances.

This is an evolution in the public warehouse business.

It is not a trade association undertaking. It represents a determination, by the companies involved, to set up bulwarks against motor truck operators who, "outside interests" not identified with warehousing, have been making serious inroads on the household goods storage executive's business. It is an effort by these twenty-six warehouse companies to retain packing profits which are lost to them when the "outsiders" get the long distance moving jobs.

This problem of long distance moving is vitally important to household goods warehousemen. This article by Mr. Lansing tells how companies in nineteen cities are solving it in conjunction with the Big 4.

transit; delivery of the goods to the house of destination; unpacking and setting up.

A 300-mile trip by motor van is normally made in two days, whereas there may be—and there usually are—in the case of rail shipment, successive delays causing non-delivery from week to week and incurring annoyance, embarrassment and confusion. Then, too, the hazard by rail is considerably greater than by van shipment. Responsibility, in the case of shipment by rail, is divided among the packer, the shipper, the railroad company and the transfer company delivering the goods at destination. Also, there is often the very considerable item of hotel expense, already mentioned.

Furniture removals by freight are generally acknowledged by the experienced to be slow, expensive and cumbersome, while removals by motor van are quick, economical and efficient, eliminating hotel and other incidental expense.

Just as Elisha Lee has said that "new ways of doing things tend to create new fields of their own, rather than to encroach greatly upon what is older," so, through the development of long-distance moving by motor van, there has now come about a special and unique service in this direction that does not seek to supplant, but rather to supplement, the activities of furniture warehousemen in the division of moving household and office goods. It is, in fact, a new economic step.

It is the experience of most furniture warehousemen that long-distance moving, while it pays the customer, does not



Part of the Big 4 Transfer Co.'s motor truck fleet employed to transport shipments on behalf of twenty-six household goods warehouse companies in nineteen eastern cities

commensurately reimburse the mover, because of the highly competitive nature of his business. To render the most satisfactory service in this regard, it is necessary to have first-rate equipment for the work in hand and men particularly competent to perform that work. There should be no neglect of small details and no haste to finish so that duties of another nature may be undertaken. The individual warehouse company operating but a few moving vans ordinarily has a business established in one city only; caring for long distance hauls is no part of his daily routine, being sporadic and casual. Hence, he is usually not prepared for it, does not like to do it and is fitted for it only in a small degree as compared with a concern whose work is devoted thereto.

Experience has proved long-distance moving to be a special branch of the general business of storing, moving, packing and shipping furniture and developments show that it can be handled best by a special organization equipped with a view to the needs of such specialized service. Through an organization of this type it is frequently cheaper to transport by motor van than by freight up to 500, 600 and even 700 miles.

Such a service is destined to be a boon to furniture warehousemen who have no established terminals or quarters in outside cities, as they cannot obtain for themselves or give to their customers the same service as one with definitely established relations and specially appointed representatives for long distance contact. Not even the largest furniture warehousemen have the necessary volume of long-distance business to give service equal to that of the specialist.

Promoting Warehousing

AN outstanding example of economical specialized service for moving exclusively household goods and office furniture over long distances by motor van, creating a new field without encroaching upon that of the warehousing business, but on the contrary promoting it, is that of the Big 4 Transfer Co., Inc., having headquarters in Washington and repre-

sentatives in nineteen other cities. These representatives are leading warehouses, in some cases there being several in a single city, with whom it cooperates closely, its policy being to establish mutually beneficial contact with warehousemen-members of the National Furniture Warehousemen's Association.

The Local Tie-up

Shipping Furniture

by

AIRSHIP

MAY BE DONE BY TRANSPORTATION SCIENTISTS OF THE FUTURE

But—

The speediest way today is to Ship by MOTOR.

We represent the

BIG 4 TRANSFER SYSTEM

who operate large motor vans from Canada on the North to the Carolinas on the South which enables our MOVING DEPT. to give you the best service when moving from City to City or from Home to Home within Petersburg.

SOUTHERN

Bonded Phone Warehouse

54

22 S. Market St.

How the Southern Bonded Warehouse Corp. sells Big 4 service through Petersburg's newspapers

Although its special field is new, the Big 4 is by no means a new organization, having been formed several years ago by men of broad experience, well known in the field of automotive transportation. The company, in fact, was already a concern of reputation before its incorporation in 1917. Whereas formerly it did a general trucking business, it now is operating on a schedule and tariff as accurate and dependable as that of a railroad. Under unified control, the system operates about forty motor vehicles, its big vans running over scheduled routes lying between the larger cities of the Eastern territory and offering a novel moving service over any distance up to 700 miles.

Identified with the Big 4 as its vice-president is Walter E. Sweeting, whom the household goods storage executives recognize as a national figure in their industry. He is a director in the N. F. W. A., chairman of the National's publicity committee which has been urging a national advertising and publicity campaign, and until recently was president of the Pennsylvania Furniture Warehousemen's Association for two successive terms. He is president of the Atlas Storage Warehouse Co., Philadelphia.

As a director of the Big 4, in which he has acquired an interest, Mr. Sweeting is in charge of sales and advertising. Associated with him are Walter W. Hall, president, whose duties include arranging schedules and bookings, attending to correspondence, etc.; and B. F. Anderson, secretary and treasurer, who manages the operating department, organizes the employees, and generally endeavors to build good will for the company.

The headquarters of the Big 4 is at 1125 Fourteenth Street, N. W., Washington, and its group of service buildings, including garage and shops, is located in Georgetown, just out of the city. The warehouse companies with which the company has established relations are as follows:

Atlantic City—Eldredge Express & Storage Warehouse Co., the president of

any business turned over to it by these warehouses, has solved the long-distance hauling problem as individual warehousemen have been unable to do, with cooperation, not invasion, as its watchword in its dealings with representatives.

The Big 4 is a transfer company exclusively, doing no storing or packing and receiving no commissions. When one of its representatives closes an order, including packing for removal, or when goods go into storage after removal, that is the business of the representative and it is he who makes the quotation, does the work and receives his own price. The company solicits no business under 100 miles, because it desires to keep out of the immediate field of the local mover.

The company does not solicit, or wish to haul, general freight and, with a few exceptions, such as clean packages and cases of merchandise, of neither heavy nor bulky type, it confines its loads to household and office goods. It accepts no oil, or anything that would tend to render its vans unfit for moving furniture and personal effects.

How the Company Operates

BECAUSE of its centralized control and large volume of business, the Big 4 has been enabled to arrange definite schedules and to assure return loads—although it has eliminated this particular phrase for reasons which will be shown—on a great majority of its trips. As the cost of operation is lower when a profitable load is carried in both directions, the company has been able to establish lower rates for what it terms its general service.

These rates, based on regularly scheduled van trips, apply when vans are loaded both ways. The charges are as follows:

For 600 cubic foot van load, 60c. a mile.
For 800 cubic foot van load, 80c. a mile.
For 1,000 cubic foot van load, \$1.00 a mile.

The company avoids the use of the term "return load," as being inaccurate, because when a van is available in a certain city it may not, on the return trip, bring that load all the way back to the city from which the start was made, although it brings it back in the same direction.

The company has established, in addition to its general service rates, a schedule of special service rates, applying when goods are moved to suit the customer's exact convenience as to time and place. These rates follow:

For 600 cubic foot van load, 90c. a mile.
For 800 cubic foot van load, \$1.20 a mile.
For 1,000 cubic foot van load, 1.50 a mile.

No business is taken unless the order is accompanied by a deposit, this ranging from 10 to 20 per cent. The customer gets \$1,000 transit insurance free with each van load and additional insurance is charged for at the rate of \$2.50 per \$1,000. While the company pays a substantial commission on any business turned over to it by a representative, it naturally pays more where the representative actually completes the

deal and turns in a contract signed on a special form supplied for this purpose, accompanied by a deposit check.

Pool Van Service

BIG 4 service does not stop with the customer who has one or more van loads to be moved. It extends also to the moving of small lots of furniture and valuables.

For this purpose special "pool" vans operate on regular schedules between many of the more important cities in Big 4 territory, carrying loads made up of a number of small shipments. Not a few customers find it profitable to use this service for even a few pieces of furniture. Space in the pool vans is not allotted to any particular city, but is sold to the first customer applying for space. Late orders are reserved by code telegrams.

It was in January last, after a conference of Big 4 officials in Washington, that the company decided to inaugurate pool van load service to handle business of the foregoing character, as an insistent demand had arisen for the removal of small lots between New York and Washington. Accordingly, in that month a schedule was worked out to take care of that business, and was placed in operation. So successful was that business that, during about twenty weeks out of the year, the company was obliged to operate not one but two and even three vans on this plan.

Early in April the company will start a weekly pool van load service from Boston each Monday and also from Washington each Monday, each van proceeding through to the city at the other end of the route. This is in response to many inquiries for small lots moving into New England territory; and from Boston and other New England points to New York and elsewhere in the territory. The route includes Boston, Worcester, Springfield, Hartford, Meriden, Waterbury, New Haven, Bridgeport, New York, Newark, Trenton, Philadelphia, Wilmington, Baltimore and Washington. Following is the schedule for Washington-Boston pool-van service:

Load in Washington on Monday.
Load in Baltimore on Monday.
Deliver and load in Philadelphia on Tuesday.
Deliver and load in New York on Wednesday.
Deliver and load in Hartford on Thursday.
Deliver in Boston on Friday.
Load in Boston on Monday.
Deliver and load in Hartford on Tuesday.
Deliver and load in New York on Wednesday.
Deliver and load in Philadelphia on Thursday.
Deliver in Baltimore on Friday.
Deliver in Washington on Friday.

While the Big 4's vans for general service are Packards, ranging from two to five tons' capacity, the majority being from three to five tons, because of its pool van service the company has developed a 1000-cubic foot type of body, in addition to those of 600 and 800 cubic feet.

The pool service vans operate at special rates, slightly higher per cubic foot than the regular rates for full van loads, to take care of such loss factors as extra running distance in the cities and extra pick-ups and deliveries.

Equipment

THE vans are built after the company's own design. They have full-paneled bodies mounted on high grade truck chasses and run on over-size tires, the vans used for high speed being equipped with 40 x 10 in. pneumatics. There are commodious sleeping quarters over the driver's seat.

The company owns and operates all its equipment and there is every practical facility provided at the shops and garage for servicing the units of the fleet. The company builds bodies and other portions of its equipment in its own shops, which include wood and metaling departments and complete paint shop, where the full range of painting work is done when necessary, including lettering and striping.

As already mentioned, when a special type of chassis is desired for vans of large carrying capacity, as in the case of the pool vans, when a 1000-cubic foot body is used, the company literally rebuilds the chassis, including a complete new frame. It assembles its own equipment to a considerable extent. In its garage the company always has at least two extra or "service" motors for its vans ready and mounted on blocks, to be slipped into place in vehicles whose engines are in need of repairs or adjustments, thus precluding unnecessary delays when the vans are needed.

The shops are completely equipped for all forms of mechanical work on the trucks and vans. There are high speed lathes, drill presses, portable electric drills, forges, chain hoists and the other devices usually found in top-notch service stations doing both light and heavy work. There is a parts department, arranged in orderly fashion, that is as large as many found in branches of truck organizations in the bigger cities.

Labor

ALL loads from start to finish are under the supervision of drivers and van men specially selected for steadiness and reliability, assuring the arrival of the goods in perfect condition at the end of the trip. The men are paid on an original plan. Their wages are by the hour, from the time they start to work, until their return, deducting only sleeping time, and keeping "idle labor" costs at a minimum.

Experience has shown the company that it can calculate in advance, quite accurately, how long a van should be out on a given trip with a given load and also, within a few dollars, what the labor costs should be. The men keep and report their own time and the company's own calculations are checked up against the men's reports. The workers for the company have no financial interest in any of the equipment and the relations between employer and employee are on a straight business basis. There is no stock-buying obligation, but the company is contemplating a plan to reorganize and later offer for cash or on easy terms to faithful employees who have been with the company for a considerable time a limited amount of stock.

Indicating the amicable relations between the company and its men, who are almost like a big family, about the middle of February the company gave a dinner, in the Washington City Club, which was attended by the men of all departments, from office help to drivers. The officials, of course, also were present, and H. L. Selby, cashier of the Farmers' & Mechanics' National Bank, of Washington, and they addressed the gathering.

Where Satisfaction Enters

SHOWING how the company's plans in handling goods function to the satisfaction of customers, take the following instance:

Supposing the up-to-date man finds it necessary to change the location of his home and office in one city to another. Let us say he is moving to Washington from Pittsburgh. From the moment he calls up the Pittsburgh manager of the Big 4 Transfer Company, his worries are at an end. The goods are packed by experts in a big padded van and are started at once by the most direct highway route to Washington. In from two to three days the furniture arrives at the door of the new home and is unloaded and placed in position in the new house

by the same careful hands that did the packing.

When the owner gets his bill he finds that this swift, safe and efficient handling has cost him no more—and probably less—than if he had shipped by the old "freight-and-wait" method.

This satisfactory type of service is at the disposal, as well, of the man in Albany who is moving to Annapolis—the man in Dover, Del., who is moving to Waltham, Mass.—and of every other person in Big 4 territory. Such a concern moves the household effects of a family, or the equipment of one, or a score of offices, 100 or 700 miles. The goods will be delivered and in use in the new home, or office, in from one to three days, depending on the distance.

Economic Evolution

MR. SWEETING, vice-president of the Big 4 Transfer Company, in speaking of the present status of long-distance furniture moving by motor van and the future of the business, said:

"I believe we are going through a period of economic change in the transportation of household goods over long distances. I am confident that the greater efficiency obtained by having the work done by one organization with widespread and thoroughly developed

facilities will result, in time, in the elimination of the individual operator of a few trucks as a factor in the long distance moving field.

"The warehousemen of this country will either be compelled in self-defense to form an organization, or organizations, of their own, or they will see the business taken away from them by independents, who are not warehousemen, coming into the field.

"It is the logical thing for warehousemen to form their own long distance moving companies and it is my hope to be able to bring about an expansion of the Big 4 and the inclusion in ownership and management thereof of the warehousing industry insofar as it is represented by the N. F. W. A. in Big 4 territory."

The Big 4, having seen, through the experiences of individual warehouses, the disastrous results of turning over the goods of customers to firms whose responsibility is unestablished, makes a point of strictly avoiding all such contacts.

Indicative of the Big 4's policy of thoroughly knowing its ground, the company recently instituted a system whereby it is able to tell the exact operating cost of every unit of its fleet, including cost per mile, per day and per trip.

Transportation Will Be Keynote of Chamber of Commerce Convention

In New York, May 7-10

"TRANSPORTATION in All Its Phases in the United States" and "Europe and Europe's Affairs" will be the two major topics considered at the eleventh annual meeting of the Chamber of Commerce of the United States in New York, May 7 to 10.

Because of the interest of business men through the country in the two general subjects, it is expected the convention will be one of the largest ever held by the Chamber. Representative business organizations in every State have been asked to send delegates, and an attendance of from 4000 to 5000 business men is looked for.

Transportation will be the keynote of the meeting, as it is the keynote of virtually every business discussion over the country these days. Already the Chamber is engaged on a comprehensive study of the whole problem from every point of view, hoping to aid in the ultimate formulation of a national transportation policy. That study, however, has been intrusted to a Transportation Conference, created by the Chamber, and its conclusions will not be available for months, in all probability. Special committees of the conference, dealing with the specific divisions of the general question, will be in session at the time of the annual meeting, and the New York discussion of transportation subjects naturally divides itself into lines similar to the committee work of the conference.

Pool Car Distribution

A subject of particular interest to national distributors and warehousemen—"Railway Rates in Their Relation to Distribution"—will be on the program of the Chamber's Domestic Distribution Department, this meeting to take place in the Astor Gallery of the Waldorf Astoria Hotel on May 8.

The subjects on the D. D. D. program include "Transportation Obstructions to Distribution," by Representative Sydney Anderson; "Store Door Deliveries and Collections," by W. J. L. Banham, general traffic manager of the Otis Elevator Co. and president of the Associated Traffic Club of America; and probably an address on pool car distribution by some man familiar with this subject from the viewpoints of both manufacturers and warehousemen.

Congressman Anderson's talk will touch upon such fundamentals as "inadequate facilities—absence of sympathetic understanding—the servant, not the master, of distribution—unrelated terminals—competition, and not the needs, the basis of expenditures—forced cooperation of separate lines must come."

Mr. Banham's talk on "Store Door Deliveries and Collections" will consider "present state of confusion—frequent congestion—unprofitable movements—expensive delays—description of better

methods—trucking units—return loads—relation to l. c. l. economies."

In the Fabricated Production Group, "The Effect of Freight Rates on Manufacturing Costs" ties up with the main theme of the annual meeting and "Setting up Quality Standards in Commodity Production" gives opportunity to expand the application to wasteful varieties, a problem long before American manufacturers and with a direct bearing on transportation costs.

A survey of the railroad financing problem both from the viewpoint of the railway executive and of the investor in railway securities has been mapped out for the Finance Group meetings, with a natural expansion of the topic into the fields of agricultural credits, tax exempt securities and similar related financial problems, large and small.

The Foreign Commerce group meeting gets at the direct application of Europe's tangled affairs to American business, starting off with the rubber crisis, and taking up the American manufacturers' viewpoint of world affairs in such matters as cotton exporting, the petroleum production situation over the world and like aspects. As some of the delegates attending these sessions will be fresh from contact with European business men at the Rome session of the International Chamber of

(Concluded on page 27)

The Use of

Warehouse Distribution

by the Shipper

Reduces H. C. of T.

"H. C. of T." Means High Cost of Transportation, Which on Many Commodities Can Be Decreased by Shipping C. L. to the Public Storage Plant. A Freight Rate Analysis

By William J. Buchanan*

THERE are more ways than one of skinning a cat" is an old saying, the truth of which, from a taxidermist's standpoint, I will not attempt to prove or disprove. I do propose, however, to offer conclusive evidence that there are two ways of skinning the particular feline I have in mind, namely, High Transportation Cost.

The obvious method of skinning this cat is to reduce freight rates. However, it seems highly probable that if we depend on that method the cat will continue to wear its hide for a considerable period.

It is not my purpose at this time to discuss the subject of freight rates or to offer argument calculated to prove that the measure of rates is either too high or too low. This subject has been thoroughly discussed by the press at large and the views of interested parties in every walk of life have been freely expressed. Under careful analysis these views would classify about as follows:

The Demagogue: "Freight rates are too high and *must* come down."

The Shipper: "Freight rates are too high and *should* come down."

The Carrier: "Freight rates are too high but *cannot* be reduced without corresponding decreases in wages and other operating costs."

The Employee: "Wages cannot come down until the cost of living is reduced."

Old High Cost Himself: "My present diet of 'High Wages,' 'High Transportation Cost' and 'High Taxes' agrees with me and I will continue to grow unless I have a change of diet."

If freight rates "may not," "will not" or "cannot" be reduced, how then are we going to skin the cat?

A Vital Problem

Here is a problem of vital importance, not only to the shipper and the consumer, but to the carrier as well.

The solution lies in the employment of existing agencies that will enable the shipper to avail himself of the most favorable shipping conditions and permit the

carrier to render his service under the most economical operating conditions.

C. L. vs. L. C. L. Tariffs

RAILROAD freight service and rates are divided into two general classes, namely: carload and less-than-carload. The carload rates are relatively lower than the less-than-carload rates and are applied to a specified volume of freight, in one shipment, from one consignor to one consignee and on one bill of lading. Another requirement of the carload rate is that the freight shall be loaded by the shipper and unloaded by the consignee. It is further provided that the agent of the carrier cannot act as agent for the shipper or consignee.

The less-than-carload rate is applied to any quantity of freight less than the specified carload minimum. The freight is loaded at point of origin and unloaded at destination by the carrier. In case the shipment is over two or more lines of railway or over two or more branches of the same railway it is often necessary to transfer the freight one or more times en route.

The same class of equipment is used in both carload and less-than-carload traffic, but the l. c. l. lots of merchandise cannot be loaded as compactly as the carload. The average weight per car of l. c. l. freight is, therefore, materially less than the average carload weight.

Miscellaneous freight cannot be stowed as safely as the carload and it is therefore apparent that a much larger percentage of claims for damage will arise in connection with the l. c. l. traffic, particularly on long hauls.

The less-than-carload freight is handled two or more times after it leaves the control of the shipper and before it passes into the possession of the consignee. For identification of particular shipments, the carrier must depend on markings that may or may not be legible. Compare this hazard of loss on l. c. l. traffic with the negligible hazard on carload traffic which is handled only by the shipper and the consignee.

In view of all these conditions it is obvious that the l. c. l. rates should be materially higher than the rates on carload traffic.

*Manager distribution and traffic, Griswold & Walker, Inc., Chicago.

Now let us see how these conditions affect both the shipper and the carrier.

The Shipper

Less-Than-Carload Service

Each shipment must be assembled on the shipping floor, where it is checked and marked with the consignee's name and address.

Unless the shipment consists of standard packages of known weights, each shipment must be weighed.

A separate bill of lading is made for each shipment.

The freight is now loaded onto trucks and taken to the railroad station and delivered into the hands of the carrier.

The shipper is now through with the physical handling of the freight but when the consignments reach destination each consignee must send a truck to the station and cart his goods to his store or warehouse.

Carload Service

The carrier places an empty car at the factory or warehouse of the shipper.

The goods are taken direct from the stock and checked into the car, without marking if desired.

One bill of lading is made and filed with the carrier, and the shipper is through with it.

At destination the car is switched to team track or private siding and unloaded by the consignee.

The Carrier

Less-Than-Carload Service

A string of empty cars is switched to the freight station. Having checked the goods and receipted to the shipper, the carrier proceeds to re-check and load the goods into package cars for particular destinations.

A separate way-bill is made for each consignment.

Each way-bill is abstracted by the forwarding station and again by the receiving station.

Each way-bill is checked by the auditor and the abstracts of the forwarding and receiving agents brought into balance by the reconciliation of all differences.

Shipments for stations for which there is not sufficient volume to warrant loading a package car must be transferred at some division point. If destined to a point on a connecting line for which no package car is loaded, the freight is re-handled at junction point.

When the shipments reach destination they are unloaded by the carrier into the freight house and a separate expense bill is made for each consignment. The freight must be handled again when delivery is made to the consignee.

Carload Service

The carrier switches an empty car to the siding of the shipper.

After the shipper loads the car it is switched into a train, and it is on its way covered with but one way-bill.

When the car reaches destination it is switched to the consignee's siding and the carrier is through with it.

It is apparent, therefore, that economy for both the shipper and the consignee lies in the use of carload service to the greatest extent possible.

And it is equally apparent that the agency that will permit the increased use of carload service will contribute materially to a reduction in the transportation cost.

How and through what agency is the increased use of carload service to be brought about?

Two Classes of Distribution

DURING the past few years the warehouse industry has developed a highly efficient warehouse distribution service that has proved sufficiently successful in reducing the cost of distribution.

Warehouse distribution is divided into two general classes, each serving a definite purpose:

First—Distribution from Warehouse Stock. This class of service is generally employed by the distributor of merchandise which is subject to constant demand, and to some extent by the manufacturer whose goods must be produced in advance of the market. The merchandise is consigned to the warehouse in carload quantities, and is there held in store and used in filling current and future orders.

Second—Immediate Distribution on Arrival of Car. This is commonly called "pool car distribution." In this case the shipper assembles a number of less-than-carload shipments into one or more carloads which are consigned to warehouses favorably located for distribution in consuming territory on l. c. l. hauls. In this way the shipments move over a large part of the distance from producer to customer at the relatively low carload rate.

In the short-hauling of less-than-carload traffic is found a safe and sane method of reducing transportation costs.

The saving is an actual saving in the operating expense of the carrier. It is not a reduction from the net revenues.

An Illustration

THE following statement is a concrete example of the saving effected in this manner. Note that the direct saving in transportation charges alone amounts to from 12c. to 49½c. per 100 lb. and is equivalent to freight rate reductions of from 10 to 46 per cent.

In view of the fact that the Interstate Commerce Commission, after the most searching investigation of railroad conditions, was unable to find justification for rate reductions of more than 10 per cent, this statement furnishes an eloquent argument for the more extensive use of warehouse distribution service.

STATEMENT

Showing Cost of Distributing Lawn Mowers in Less-Than-Carload Quantities Direct from Springfield, Massachusetts, to Points in Chicago Territory, Compared With Cost of Distributing Through a Chicago Warehouse:

Direct from Springfield

To	Cartage to Depot	L. C. L. from Springfield	Total
Chicago, Ill.....	.10	* \$1.06	\$1.16
Aurora, Ill.....	.10	* 1.13½	1.23½
Rockford, Ill.....	.10	* 1.18½	1.28½
Peoria, Ill.....	.10	* 1.16½	1.26½
Decatur, Ill.....	.10	* 1.16½	1.26½
Bloomington, Ill.....	.10	* 1.16½	1.26½
Cedar Rapids, Iowa.....	.10	† 1.42	1.52
Des Moines, Iowa.....	.10	† 1.60	1.70

*Lawn mowers in boxes or crates.

†Lawn mowers in boxes only. In crates \$1.48 and \$1.72.

Carload to Chicago, L.C.L. Beyond

To	Cartage to Depot	Carload to Chicago	Warehouse Service	L. C. L. Beyond Chicago	Total
Chicago, Ill.....	0	.56½	.10	...	\$.66½
Aurora, Ill.....	0	.56½	.10	*.30	.96½
Rockford, Ill.....	0	.56½	.10	*.38	1.04½
Peoria, Ill.....	0	.56½	.10	*.47	1.13½
Decatur, Ill.....	0	.56½	.10	*.48	1.14½
Bloomington, Ill.....	0	.56½	.10	*.43½	1.10
Cedar Rapids, Iowa.....	0	.56½	.10	†.64	1.30½
Des Moines, Iowa.....	0	.56½	.10	†.73	1.39½

*Lawn mowers in boxes or crates.

†Lawn mowers in boxes only. In crates 79c. and 91½c.

Direct Saving Effected by Warehouse Service

	Direct Distribution	Warehouse Distribution	Saving per 100 lb.
Chicago	\$1.16	\$.66½	.49½
Aurora	1.23½	.96½	.27
Rockford	1.28½	1.04½	.24
Peoria	1.26½	1.13½	.13
Decatur	1.26½	1.14½	.12
Bloomington	1.26½	1.10	.16½
Cedar Rapids, Boxes....	1.52	1.30½	.21½
Cedar Rapids, Crates....	1.58	1.45½	.12½
Des Moines, Boxes.....	1.70	1.39½	.30½
Des Moines, Crates.....	1.82	1.58	.24

Motor Vehicle Interests Uniting to Support Sound Legislation

*Concerted Action Toward Equitable Regulation and Taxation.
Assessments Must Not Be of a Punitive Character. Public and Law
Makers Need to Be Taught Broader Policies. Warehouse
Industry Should Work Toward Solution of Vital Problems*

SUBSTANTIAL progress has been made since Jan. 1 in the unification of motor vehicle interests for the support of legislation along broad and equitable lines. In most States the policies followed will be those advocated by the Motor Vehicle Conference Committee after careful consideration of all the factors involved.

Legislation proposed in the various States whose legislatures now are in session can be divided roughly into three classes:

- State regulation of motor vehicle common carriers.
- State restrictions on motor vehicle operations.
- Special taxation for motor vehicles.

Broad principles which are believed to be fair both for the public and for all phases of transportation have been laid down by the Conference Committee. Those in relation to regulation of motor vehicle common carriers, one of the latest as well as one of the most important elements in the legislative situation, follow:

1. Control over intrastate transportation of persons and property for hire, over regular routes or between fixed points, if adopted, should be exclusively in the hands of some agency of the State. No power whatever in the premises should be vested in the governing bodies of the municipalities of the State.
2. Such State control over motor vehicle common carriers should be placed in existing Commissions, such as the Public Utility Commissions, etc., of the various States. It should be provided, however, that at least one member of such a commission should be conversant with and in sympathy with motor transportation.
3. As a prerequisite to the operation of a motor vehicle common carrier, the owner thereof should be obliged:
 - a. To obtain a Certificate of Public Convenience and Necessity with a proviso that lines in actual operation before the law goes into effect shall, prima facie, be regarded as necessary to public convenience and necessity, and should, therefore, automatically be granted a certificate.
 - b. To take out liability insurance adequate to indemnify injuries to persons or damage to property resulting from negligent operation.
4. The State regulatory bodies having control over motor vehicle common carriers should be vested with the same powers they exercise in controlling other forms of public utilities.

5. Any special or extra fees levied upon motor vehicle common carriers should be utilized exclusively for highway maintenance. Such special or extra fees should in no case be more than 100 per cent greater than the normal registration fees for the vehicles of the class to which they belong.
6. Legislation should be enacted enabling steam railroads, trolleys and shipping companies to acquire, own and operate the motor vehicle in conjunction with their regular line of business.

Fundamental principles outlined for consideration in relation to special taxation are:

1. The State should be the sole taxing agency—Federal, County and Municipal Governments to be excluded from the field.
2. The total amount of taxation should be limited to the sum of money necessary for:
 - a. Administration of State Motor Vehicle Department.
 - b. Maintenance of Improved Highways of the State.
3. The term "maintenance" and the items which it shall include should be sharply defined and strictly limited in application.
4. No money derived from special taxation of the motor vehicle should be spent for maintenance of highways unless such highways are located where the highway transportation needs of the State require and unless such highways are built of materials and in a manner to meet these needs.
5. The total amount of justified taxes should be raised in a manner which most equitably distributes the cost among the various classes of vehicles and the units within each class.
6. All money raised by such special taxes should be placed in the State Motor Vehicle Maintenance Fund and spent by the State or under State supervision on the improved highways in the order of their importance and in accordance with their maintenance needs.

Restrictions on the operation of motor vehicles relate chiefly to size, weight and speed. They vary so greatly in the different States that it is difficult to outline a definite policy in respect to them, but considerable progress has been made even along this line.

Pamphlets setting forth the views of the Conference Committee have been placed in the hands of every law maker in the country. They also have been distributed among the State sub-committees of the Conference Committee and the 1200 organizations interested directly or indirectly in the motor vehicle. The reactions from these pamphlets indicate that the fundamental principles laid down are generally conceded to be sound.

Many of the State sub-committees are functioning efficiently, although it must be admitted that some of them are not. The biggest job of the Conference Committee is to teach them to help themselves. They always are told why these big questions must be considered from a national viewpoint.

Several States have taken the position that the sub-committees are not broad enough in their scope. Where this message has been received, the word has been given to swallow up the sub-committee for it is evident the conference idea is gathering strength. In some cases as many as 18 or 20 organizations have sent representatives to conferences and they have reported back to the membership of their organizations.

Emphasis is placed on the fact that these conferences should be held in advance of the legislative sessions for consideration of problems likely to come up and decisions on how to meet them. When State committees are made to realize that they must cooperate with chambers of commerce and highway associations an important forward step has been taken. Distinct progress has been made in this direction this year.

Warehousing Should Cooperate

Developments in legislation affecting motor truck operation are being watched keenly by men engaged in public warehousing. Proposed laws are the subject of discussion at all of our trade associations' conventions. Unquestionably these associations have on numerous occasions been instrumental in blocking enactment of statutes which would result retroactively against the storage industry.

In view of the work being carried on by the Motor Vehicle Conference Committee, and in view of the many laws being proposed, some good but others bad for warehousing, there is need for even broader constructive thinking on the part of storage executives on this increasingly important subject of legislation.

The Motor Vehicle Conference Committee stands ready to cooperate with national, sectional, State and local warehousing associations. It is a committee which is supported by the National Automotive Chamber of Commerce, American Automobile Associations, National Automobile Dealers' Association and other automotive bodies of national scope. The committee's headquarters is at 266 Madison Avenue, New York City.

Law making in the future will be developed along economic rather than punitive lines and the successful lawyer will be a real economist. He must be able to apply cold logic and he must have all the facts in his possession.

Applying this principle to the warehouse industry, such a man would be able to show the fallacy of the claims made by railroad and traction interests that they are carrying more than their share of the tax burden. He would be able to trace the history of land grants and subsidies to railroads as well as the amount of water in their stocks. He would be able to present the same facts in reference to traction companies and then show that the warehouse industry never has been given a highway subsidy.

It is the constantly increasing burden of taxation upon

the motor vehicle operator which must be considered rather than the form of tax. It makes little difference whether the tax is based on gasoline consumption, horsepower or weight so long as the burden is not excessive. The fixed charges of taxation are rapidly becoming so large that they are setting up serious sales resistance. In other words, taxation must be levied on a scientific basis.

There have been apparent in the State legislatures this year no new frills in the way of taxes. Most of the bills presented thus far tell the same old story of a determination to levy against motor vehicle users all the traffic will bear.

Several States have pending measures relating to the regulation of motor vehicle common carriers. The foremost advocates in most cases are the steam and electric railroads. It must be admitted, however, that a more reasonable attitude is being displayed by the traction interests. They have real justification for the contention that vehicles of this character should pay a special tax. Their contention, however, is that the tax should be levied on the basis of a certain amount for each ton or passenger mile. The position of the industry, on the other hand, is that this special tax should not be more than 100 per cent in excess of the normal tax paid by the type of vehicle under consideration. The fees proposed by the trolley companies, in almost every case, would be many times in excess of those advocated by the Motor Vehicle Conference Committee.

Special Tax to Go to Maintenance

All interests are united on the principle that the special tax charged should be used for the maintenance of the highways and that it should not exceed the actual damage done to them by the vehicles paying the tax. The chief question is whether it is possible to determine scientifically the wear and tear caused by any specific vehicle.

While no serious effort will be made to combat the theory that there should be some form of regulation for motor vehicle common carriers as well as a special tax, the automotive industry will combat to the last all efforts to tax them off the highways.

The strongest proponents of extortionate taxation are those traction companies which cannot afford to provide themselves with motor bus equipment or which have been unable to obtain the necessary State or municipal sanction for entering a field not specifically covered by their charters.

Warehouse Fires

Furniture belonging to the parsonage of the First Methodist Protestant Church, Wilmington, Del., was destroyed by fire in the warehouse of Tyson Brothers early in March.

A warehouse belonging to the J. B. Reed Storage & Transfer, Minot, N. D., was destroyed by fire on March 12 with an estimated damage of \$15,000.

The warehouse of the Security Storage & Dray Co. at 16 Carroll Street, Buffalo, was damaged by water during a recent blaze which destroyed a block at Seneca and Washington Streets.

Flames wrecked a plant of the Northern Distributing & Warehousing Co., Saskatoon, Saskatchewan, Canada, on March 8, causing loss estimated at \$75,000.

Sparks, it is thought, from a passing train ignited warehouse No. 4 of the Alabama Warehousing Co., North Montgomery, Ala., early in March, and losses in cotton and to the building amounted, it was estimated, to approximately \$45,000.

Shippers Urge Restoration of L.C.L. Records at Junction Points

Letters from Traffic Managers Discussing a Problem Important to National Distributors

EDITOR, *Distribution & Warehousing*: Relative to the subject of tracing l. c. l. shipments, the present practice of the carriers is, to put it mildly, a disgraceful arrangement. Certainly the practice that is followed now will not lessen the number of tracers, but it will, upon the other hand, cause many more tracers to be sent out.

The arrangement of keeping junction point transfer records of the l. c. l. shipments has this merit if nothing else—that in not one case out of a thousand is it impossible to locate an l. c. l. shipment, but in the present process there is not one case within ten thousand that you can get any sort of intelligent information regarding l. c. l. shipments.

The representation of the American Railway Association that they can tell approximately into what car or cars a certain shipment was transferred at a junction is absolutely silly. Without a definite record they cannot tell anything about it, and anyone who knows anything about the subject, at all, I believe, is convinced of this.

An Illustration

I have had the Pennsylvania Railroad, as an example, covering shipments from Philadelphia, Pa., to Grand Rapids, Mich., in response to inquiries as to the forwarding of the shipments from Harrisburg, Pittsburgh, Alliance, Ohio, or some other transfer points, give me time and again a statement that the shipment arrived at the transfer point in the car and on the billing that I designated, and that it probably would be forwarded either on one or two different dates and in one of the following several cars, reciting a list of about a half a dozen that were moving from the transfer point to Fort Wayne and Chicago.

With the present very high level of freight rates that is being paid, the shipping public are certainly entitled to something more definite than the slipshod method that is being followed at this time.

Would Complain to I. C. C.

If the National Distributors' Association and others dealing with the American Railway Association are not able to convince these gentlemen, I think it would be splendid to institute formal procedure or solicit from some interested shippers informal protest to the Interstate Commerce Commission with a request that the I. C. C. institute an in-

vestigation of this subject with the view of determining just exactly what kind of results the present practices of the railroads produce. If I can be in any way helpful I will be very glad to take an active part in assisting the National Distributors' Association in the accomplishment of what it is undertaking.—*R. L. Tuttle, general traffic manager, The O. & W. Thum Co., Grand Rapids, Mich.*

Another Opinion

EDITOR, *Distribution & Warehousing*: In regard to railroads establishing l. c. l. records at junction points:

We certainly would be glad to see this service established back into the railroad

information from the carrier, the shipment will have been delivered.

Three Months: No Action

This is not at all satisfactory. If it is necessary to trace a shipment, the reason for this tracing is that the shipper or the consignee wants to know where the goods are, and if he must wait until the goods are delivered, there is no use in starting out tracer in the first place.

To cite one instance of tracing l. c. l. shipments, we made a shipment Nov. 20. Dec. 8 we received a letter from the consignee in Decatur, Ill., which is about 700 miles from our factory, asking us to start tracer. We immediately got in touch with the initial line, secured the waybill number, car number and initial, and the route. We then took the matter up with the delivering carrier, asking them for their records. We received no information, although we called the railroad several times, until Jan. 11. Then they came back by advising that their agent at Chicago had no record up to the time of receiving the shipment, but that they had taken up with the agent at Decatur for additional information. This is all the information we have received up to the present time (Feb. 14) in reference to this shipment—a period of nearly three months.

I have no doubt that this shipment has been delivered, as we have heard nothing further from the consignee, but at the same time it certainly would have been more satisfactory had we been able to receive some definite information as to where the shipment was.

L. C. L. Records Necessary

Of course, the only way that they would be able to give this information would be to establish a record at junction points.

In my estimation, it is just as necessary to trace l. c. l. shipments as it is a carload shipment if it is necessary to trace shipments at all. There are numerous l. c. l. shipments that are very valuable. I presume that there are some l. c. l. shipments made that are valued as high as some carload shipments, and I do not see any reason why it is not as necessary for the railroads to have a record at junction points on l. c. l. shipments as it is to have a record of carload shipments.—*C. A. Deckler, traffic manager, The J. B. Ford Co., Wyandotte, Mich.*

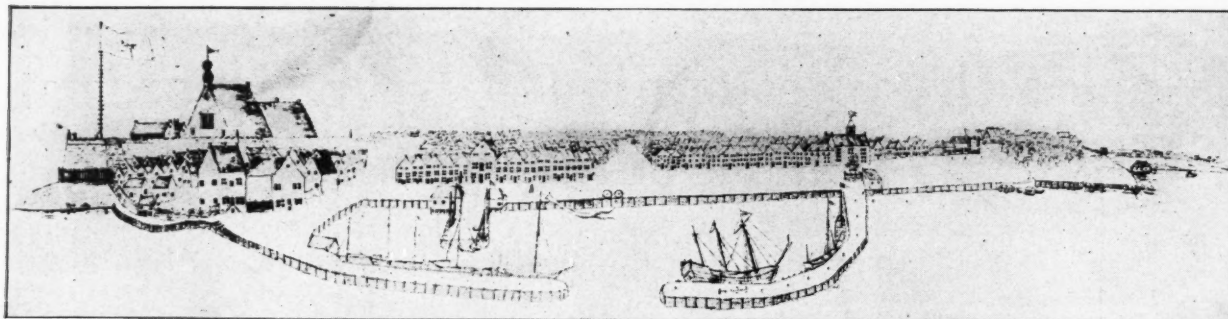
THE BACKGROUND

THIS subject of tracing L. C. L. shipments was discussed at the Cleveland convention of the National Distributors' Association in December, and a special committee was appointed to take the matter up with the American Railway Association. The committee's chairman, H. D. Burnham, vice-president, Central Oil & Gas Stove Co., Orange, Mass., later put this traffic managers' problem squarely up to the A. R. A. at conferences in New York, and the railway body took under advisement the N. D. A.'s request that the carriers restore records at junction points.

Published herewith are the opinions of two national distributors. In one letter the suggestion is advanced that the offices of the Interstate Commerce Commission be invoked to effect relief for the shippers.

system. While it is possible at the present time to trace l. c. l. shipments when you can furnish the car number and initial and the waybill number on which the shipments traveled, it is very hard to locate the shipment definitely until it has finally arrived at destination.

We have had considerable experience in tracing l. c. l. shipments, and we find that after we start to trace shipments, before we are successful in getting any



New York from Brooklyn Heights, 1679, showing wharves leading to warehouses

A History of the Warehouse

V.

The Earliest American Warehouses

By H. H. MANCHESTER

THE first American storage houses date back to prehistoric times, or at least to before the discovery of America by Columbus. Various ancient storehouses have been discovered with remains of their contents in a state proving they were deposited many years before the advent of the whites. Those collections of Indian ceremonial utensils have been unearthed in Florida and tobacco pipes in Ohio, while caches of roasted corn have been discovered in various places.

In 1535 Cartier found the Indians on the St. Lawrence storing dried fish in great vessels as big as any butt or tun. Their corn was kept in garrets at the top of the houses. In Baffin Land, Fro-bisher in 1578 learned that the natives stored their provisions in great heaps of stone, a method which is still followed in the Far North.

Writing in 1603, Champlain said that the Indians dug pits five or six feet deep in the cliffs along the sea-coast in which they stored their grain in sacks made from plants. These were covered with sand, and, he declared, preserved the corn as well as European granaries.

Capt. John Smith in 1608 stated that the Virginia Indians dried their fish in Spanish fashion and kept this, along with dried walnuts, chestnuts and acorns, in storehouses which were built without any openings except the entrance.

Biard in 1616 wrote that the Canadian Indians put their smoked meat and shelled corn, beans, peas, etc., into sacks and wrapped these into large pieces of bark, after which they suspended them from interlacing branches of trees, where they would be safe from both dampness and animals.

One of the simplest ways of keeping

maize was first to roast it, and then to store it either in caves or storehouses.

Beside the preservation of supplies through the winter, the Indians had another important reason which led them to cache their provisions. In many districts, but especially to the West, the whole village might follow the game or move to a different location in winter than in summer. This led them to store supplies which could not be easily carried, in order to preserve them for their return. On journeys also where supplies were not easily obtained, the party often took along an extra amount and hid it on the way, where they could find it when they came back.

Biard wrote, for example, that in being taken upstream by the Indians, their necessities were supplied from caches they had left while coming down river.

Sometimes these hidden stores were lost on account of the death of those who knew their location or of some inability to return to the spot. Several such instances are narrated in the Jesuit Relations.

On the Western Plains

On the plains, where the Indians followed the buffalo, they would dig pits and fill them with skins which they wished to preserve, replacing the sod again in order to hide the spots.

On the Pacific Coast acorns and pine seeds were stored in brush houses while liquids were kept in rush vessels plastered with gum and pitch. In Oregon and Washington storehouses were built of cedar planks and supported far above the ground on branches of trees. Dried clams were strung on shreds of cedar bark before storing.

Lewis and Clark at the Falls of the

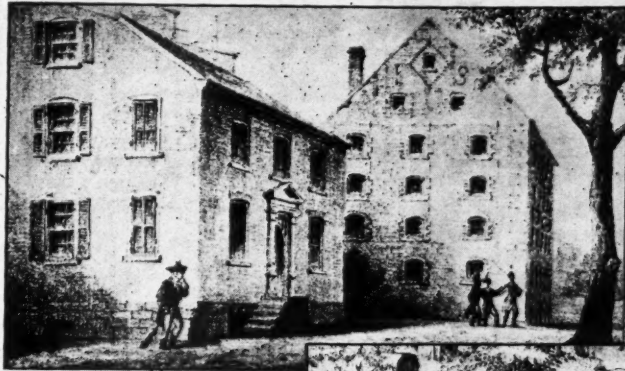
Columbia River in 1804 found that the Indians dried and pounded salmon and packed them in baskets made of rushes and lined with the skins of fish. Such baskets were preserved in pits or in various other ways for future use. The Southern Indians, according to Lawson, in 1714 stored their corn in cribs which were daubed inside and outside with clay. This was probably the origin of the corncrib by the whites. In the West, however, where wood was scarce, great baskets of grass or rushes were made for the purpose.

In all of these cases the object was, of course, preservation or storage for the sake of future consumption, rather than for purposes of trade. For this reason, while the Indians must be credited with storehouses, the first warehouses within the present United States were probably introduced by the whites.

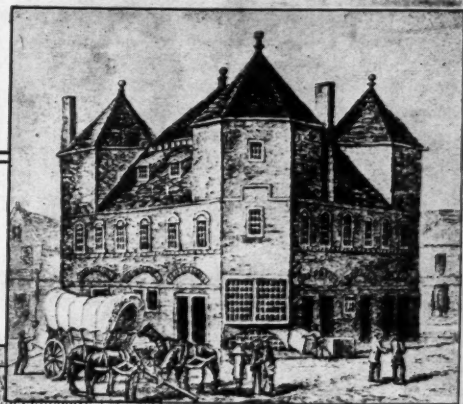
Not long after Peter Minuet, following instructions of the Dutch West India Company, had purchased the Island of Manhattan from the Indians for trinkets valued at the munificent sum of about sixty guilders, or twenty-four dollars, need was felt for a storehouse and warehouse. (*Illustration on page 22.*)

He seems to have started work on this in 1626, or at least soon afterward. It was intended to store the beaver skins and other furs obtained in trade from the Indians until time for export, and also to house supplies which the company sent from Holland until they were distributed.

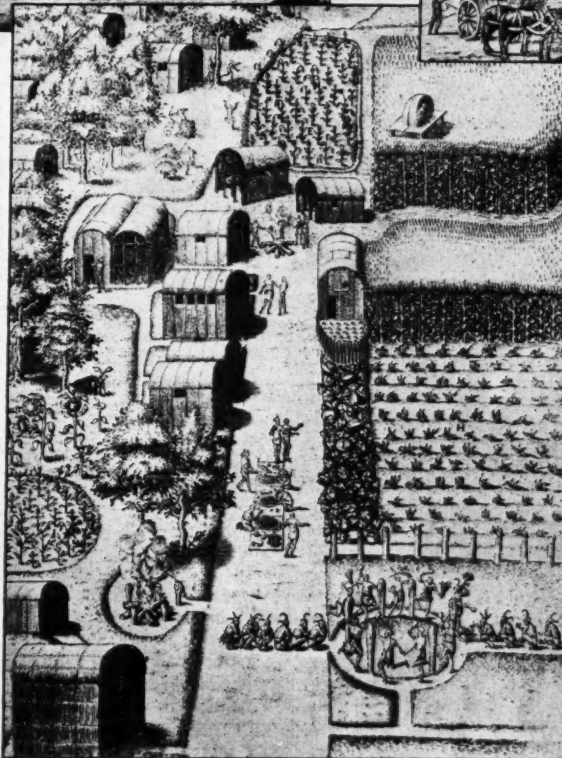
Inasmuch as it was a depot of supplies and trade, one corner of it was set apart as the official village store. This was soon frequented by the Indians, who came to exchange their furs for wampun, bread, gaudy blankets,



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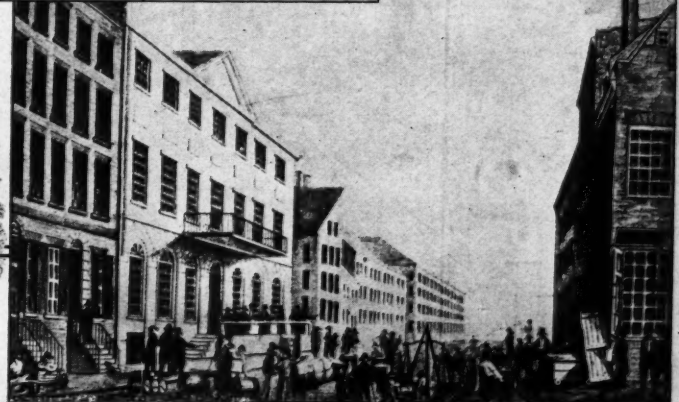
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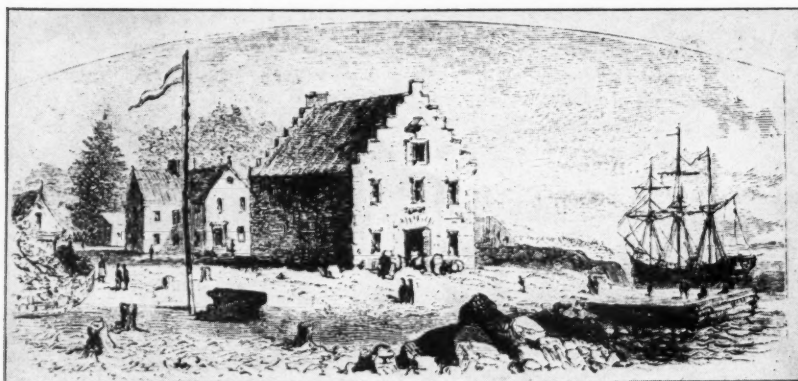
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When America Was Young

1—The Rhinelander Sugar Warehouse, used as a prison during the Revolutionary War; New York City. 2—The old triangular warehouse, Boston, built in 1680. 3—A Sixteenth Century picture of an Indian village with warehouses and huts. 4—Hauling a hogshead of tobacco to the warehouse in Colonial days. 5—Coffee House Slip, New York City, with buildings including warehouses, Eighteenth Century



The first warehouse in New York, built by Peter Minuet, 1626

"fire water" or other objects of their desire. Trade was, of course, strictly on a basis of barter, for money was worth nothing among the Indians. There were, in fact, complaints that the trading of bread to the Indians tended to raise its price beyond the means of the whites, as the Indians would give far more for it in furs than the whites could in money.

A wharf was constructed not far from the warehouse, and on it was erected a crane to assist in handling the goods.

In Virginia a peculiar institution involving the use of a storehouse was started soon after the founding of Jamestown. This was the so-called "Magazine" which received the products of its members for export, and stored and shipped them together, likewise receiving and storing imports for distribution. Most of the exports consisted of tobacco, and the "Magazine," through methods of inspecting this staple, did considerable to raise the quality. This was abolished in 1619 for various reasons, but was soon followed by official warehouses.

By a law of 1633, a warehouse was to be erected at each of five different points in the colony; at these the inspection of tobacco was to be carried out. To one of the warehouses all of the tobacco produced was to be brought by the planters before the end of December each year. After inspection only the two best grades were to be accepted for storage, and all the tobacco below that was to be burned. Among the inspectors, there was always to be one who was a member of the council; his home was nearest that warehouse. All the inspectors acted under oath, as the destruction of the tobacco was the loss of the planter.

Import Warehouses

The tobacco received was recorded in the accounts and was to be withdrawn only for export. Any tobacco discovered in the barns of the planters after the end of the year was to be confiscated, except what was previously reserved under oath for private use on the plantation.

These warehouses seem to have been exclusively for tobacco and other exports, as the goods imported were landed and stored only at Jamestown, where they were sold and delivered.

The next summer two other ware-

houses were established by law, and the inspectors were made to include officers of the local court. Inspection was made once a week, or as much oftener as the quantity of tobacco justified.

Each warehouse was to be in charge of a storekeeper, who was to receive one per cent of what was placed in his care.

Material Handling

There is evidence that the destruction of the poorest tobacco was actually carried out in spite of the hardship it brought on individual planters. A few years later objection was made to the inconvenience of carting the tobacco to the warehouse, and a petition presented that there should be inspectors for each neighborhood, but this does not seem to have been acted upon favorably.

In the appointment of storekeepers or warehousemen in 1641, it was specified that they give security for the careful guarding of the tobacco placed in their hands.

In the seventeenth century the tobacco was packed in hogsheads which were constructed so strongly that they could stand being rolled for several miles. At first it appears they were pushed from behind. In transporting them from the warehouses to the ships, the sailors themselves were impressed for the service, and this unaccustomed labor led them to hurl imprecations, not only upon the job, but upon everything Virginian. In fact, this was said to be the chief reason why Virginia bore a bad name among English sailors all over the world.

Later oxen were hitched to the hogshead, and it was drawn over the ground as if it were a roller. In this case pins of wood were driven into the center of each end of the hogshead to act as an axle, and special shafts were made for the purpose. (Illustration No. 4.)

In Boston Faneuil Hall itself, which has been called the "Cradle of Liberty," was erected on the spot which had been previously occupied by Palmer's warehouse.

The most picturesque of the early warehouses of Boston was, however, the old Triangular Warehouse. In 1650 a marsh lot, triangular in shape, was conveyed to Joshua Sottow, and a few years later to Richard Wharton, an English

merchant who had established himself in Boston. Not long afterward he erected a warehouse on this triangular piece of property. This was destroyed by the great fire of 1679, but he had a new one constructed there the next year. This was built of brick in a triangular form, corresponding to the shape of the lot. At the angles it had hexagonal towers surmounted with pyramids, at the peaks of which were stone balls, possibly to represent the earth, from all parts of which came its wares. (Illustration No. 2.)

The roof was of the same form with a great wooden ball at the top. The center of the structure was two stories in height, while the towers had three stories. There was a peculiar cellar built with arches in order to strengthen the floor of the lower story. This story was likewise arched to give better support to the upper story.

At one side of this warehouse was North Market Street, while at another was Roebuck Passage. This was so narrow that teams could not pass in it and, as it was not made a one-way street, drivers used to flip a coin to see which would back out to let the other go ahead.

In addition to such warehouses which were erected in cities either for special or general trade, the great fur companies were compelled to establish small warehouses at every trading post.

Thus the Hudson's Bay Company, which was founded in 1670, constructed at each frontier post a stockade within which was a fort, a storehouse and a store, which might be more or less combined. Whatever the arrangement, it was essential to have a building where furs purchased from the Indians in trade could be kept until time for shipment, and where goods for trading purposes could be received and guarded until distributed. One corner of such a storehouse was frequently a store in which the trading could be done.

New Dallas Company

The National Warehouse & Forwarding Co. has established a general warehouse and forwarding business at 2300-2400 South Harwood Street, Dallas, Tex. The company was recently incorporated with \$80,000 capital stock by H. B. Wheeler, F. L. Robertson and C. P. Vaughan.

Shanghai Company Removes

The Commercial Express & Storage Co., Shanghai, China, announces removal of its business offices to 8B Yuen Ming Yuen Road from 13 Ezra Road.

In addition to public warehouse service, the Shanghai company engages in customs brokerage, forwarding and expressing, and truck and lighter transportation.

New Philadelphia Co.

The Franking Warehousing Co., Philadelphia, has been incorporated with capitalization of \$10,000. Charles Goldman was the incorporator.

Here Are Some

Essential Facts About Mechanics of Motor Truck Operation

By P. L. SNIFFIN

THE warehouse owner who is anxious to obtain from his motor trucks the greatest productivity and longest mileage life with the least upkeep expense, knows that he must continually watch the items of cost and the records of performance and maintenance they reflect. He knows, too, that he must have a general knowledge of the features of operation upon which his successful experience with motor trucks depends. And, further than this, he knows he must have some knowledge of the mechanical side of truck operation and maintenance—perhaps not that of an experienced mechanic or engineer, but at least a certain familiarity with the fundamentals so that he may intelligently supervise the drivers.

It would be neither possible nor desirable to attempt to explain here the mechanical design and parts of a motor truck from an engineering viewpoint. It will

serve better to outline points of information on the mechanics of proper truck operation in a way that they may be easily understood and applied. In this way suggestions may be made that will serve to help the warehouse owner in getting better results from his truck equipment.

What, then, are the fundamentals of truck operation that have the most important bearing upon the satisfactory service of the equipment?

Let us, in this article, consider them individually, pointing out suggestions which the warehouse owner can put to immediate advantage. The subjects of lubrication, general maintenance and inspection will be omitted because they were fully discussed in a previous article.

The suggestions here given have been selected and arranged from the recommendations and advice of leading authorities on motor truck operation.

Care of Brakes

IT is a known fact that the failure of brakes to respond in an emergency has caused more accidents than any other factor that enters into the operation of a motor truck. The first and by far the most important precaution is to have the brakes tightened at the first sign of looseness. The second is to replace the brake linings when they are found to be badly worn. It is very simple to test the brakes on a truck by speeding up on an open stretch of road and then applying first one brake and then another. If the brakes do not hold effectively or if the truck has a tendency to swing to one side, this indicates that a careful inspection is required at once.

Brakes may slip because of worn linings, improper adjustment or grease on the brake bands. In tightening brakes, do not overdo it. A tight brake drags on the engine and wastes power. If the brake band is very hot after driving, you will know that it is too tight.

The driver should never apply brakes except when they are really needed. Checking momentum kills power which has cost money to produce. The driver should foresee his stops, shut off the motor in advance and coast to a stop. Jamming on the brakes ruins tires and puts a severe strain on the entire mechanism. In going down hills, the driver will avoid burning up brake linings by leaving the

YOUR BUSINESS — AND THE MOTOR TRUCK

THIS is the seventh of a series of articles by Mr. Sniffin and deals with the mechanics of motor truck operation, in relation to care of brakes, batteries, springs, ignition system, bearings, spark plugs, motor fans, and with compression, misfiring, lost power, and kindred parts and fundamentals.

Here are suggestions which every truck owner should tell his drivers and garage employees to read carefully.

Formerly with the International Motor Co., Mr. Sniffin is a recognized authority on motor truck topics. He has been making a special study of truck operation with relation to the public storage industry in order to write these articles for *Distribution & Warehousing*.

clutch in, retarding the spark lever and letting the motor hold the truck back, adding slight pressure from the brake as it may be needed.

Storage Battery

IF the motor truck's starting, lighting, and ignition system is to operate satisfactorily it is extremely important to give proper attention to the storage battery.

The first point to observe is cleanliness of the battery and interior of the battery compartment, which must always be clean and dry. All small articles, especially of metal, must be kept away from the battery. All terminals and connections should be kept coated with vaseline. If any electrolyte has spilled out of the battery it should be wiped off with waste wet with ammonia, and the bottom of the battery compartment covered with a small amount of slake lime to neutralize the acid. It is essential that distilled water be added to all cells regularly and at sufficiently frequent intervals to maintain the solution at the proper height above the plates. This height varies in different batteries, but the important point to observe is that the plates are always to be covered with solution. The solution should never get below the top of the plates.

The vent plugs are removed to add the distilled water, which may be introduced with a syringe, and they should always be screwed down tight after filling. In warm weather the battery cells should receive distilled water every week; and once every two weeks in cold weather. Never add acid to the solution and do

not use any water known to contain even small quantities of salts or mineral water of any kind. If distilled water is not available, melted artificial ice or fresh clean rain water may be used. The water should be added at regular intervals, as recommended, even though the battery may apparently function correctly without it.

Springs

BROKEN springs are common and expensive occurrences in motor truck operation. The springs need very little attention—relatively less than most other parts of the machine; yet this does not mean that the operator can afford to neglect them entirely.

Loose spring clips cause the most spring breakdowns and for this reason it is advisable to inspect them occasionally and to tighten when necessary. Quite often a spring clip, even though it has been tightened, will work loose and rattle. In this case, a piece of wire tape wrapped around the lower part will prevent it from moving.

A squeak from the springs usually indicates a lack of lubrication between the spring leaves. If rust has accumulated, jack up the machine by placing the jack under the frame above the springs, force the spring leaves apart and flush between them with a mixture of kerosene and motor oil. Or they can be coated with a grade of grease made especially for this purpose. In addition to this it is necessary to keep the bearings of the spring and shackle bolts properly lubricated.

A great many broken springs may be traced to the practice of overloading. Every part of the machine, including the springs, is designed for certain maximum loading. Exceeding this is bad business, which can be only partly alleviated by slow speed, which also is bad business because it wastes time. It is advised that if overloading, or its equivalent in the form of speed or bad roads, seems necessary, extra springs be used.

Ignition System

IT has been said that fully eighty per cent of the trouble experienced with a motor truck engine can be traced to the ignition system. Ordinarily such difficulty requires the attention of an expert.

For efficient performance the distributor head should be removed and cleaned at least once every month—just unfasten the clip and rotate the head until it can be lifted off. Inspect the distributor head for cracks and replace it with a new one if any are found. The only repairs that can be made on a distributor are to tighten loose connections and clean the inside. As the rotor is in direct contact with the distributor points in some systems, it is a good plan to wipe these points with a thin film of vaseline after they have been cleaned. The best method of cleaning is briskly to rub the points with brass polish or with the rubber on the end of a pencil. Emery cloth should never be used. Most distributors are equipped with oil holes or fittings and, as the distributor shaft revolves at

a high rate of speed, it is essential that you apply oil to these recesses at definite intervals.

Rubber garden hose makes an ideal protection for ignition cables. Cut off a piece of rubber hose to the correct length and run the wires through it and out through holes cut in the sides to conform with the location of the spark plugs. Starting wire cables can also be protected from oil and water, short circuits, chafing and other injury by covering with garden hose.

In the event of wet ignition, it is not safe to operate a truck until the coil and distributor are thoroughly dried. A wet ignition system will cause many short circuits and electrical disorders. The surest and best way to dry out the ignition system is to blow compressed air on the parts affected.

Bearing Adjustments

IT is a matter of common knowledge that the life of an engine depends largely on its bearings. One ruined bearing will soon cause the wreck of the entire engine; yet some drivers, knowing this fact, will continue to drive an engine with a loose bearing until it finally burns or hammers out, or a connecting rod crashes through the side of the crankcase, forcibly reminding the driver that extensive repairs are necessary.

A loose engine bearing will produce a distinct knock. Some times it is necessary only to tighten the bolts which retain the bearing caps in place; again, in case of a badly worn bearing, it may be necessary to remove one or more of the liners or shims placed between the upper and lower halves of the bearing, allowing the cap to be tightened snugly, making proper contact with the bearing surface.

Unless the driver is experienced in adjusting bearings it is best for him not to attempt this work. It is a simple procedure to the initiated but difficult for the novice.

Spark Plugs

IMPERFECT or leaky spark plugs may cause a lot of motor truck trouble which is very difficult to trace. They will make an engine miss at high speed or on heavy pulls, but will permit it to run quite properly to all intents and purposes under ordinary conditions. The principal trouble is cracked or porous porcelains, which allow the high-tension current to ground without jumping the spark gaps. The only remedy is to fit new plugs that are known to be in good condition and to be careful not to crack the porcelain in tightening them in the cylinders.

Very few people know how to adjust the spark plug points. Nine times out of ten the points are separated too far. The driver would do well to carry with him an ordinary visiting card. The spark gap should equal the thickness of such a card.

The porcelain of the spark plug will sometimes crack and permit a short-circuit within the plug. This is often hard to detect unless the porcelain is removed and carefully cleaned. The slight-

est indication of a fracture is sufficient to condemn the porcelain. Spark plugs should not be forced into position by severe wrench action. They should set firmly against a copper asbestos gasket, with but little more force than can be applied with a light wrench.

Motor Fan

A MOST essential feature of a motor truck is the fan, as its proper functioning is necessary to prevent overheating. The fact that the fan has bearings which require lubrication is frequently overlooked. If the hub is provided with an oil hole, oil should be injected regularly. If it has a grease cup, the cup should be screwed down at least twice a week. Finally, if there is no provision for oiling it, the fan should be taken apart every six months or so and the bearings repacked with grease.

A fan belt which slips may oftentimes be made to give service without any change in the pulley adjustments simply by turning it inside out. The new clean surface will grip the pulleys with just the proper tension. It is not always such an easy matter to adjust the fan to take up slack in the belt, for the reason that most fans have two adjustments; one vertical for tension, the other horizontal for alignment. Unless care is exercised in making the adjustments the belt is quite likely to get into the habit of slipping off the pulley, thus causing the operator a lot of annoyance. It is best to try reversing the belt first.

Points on Compression

THERE is perhaps no better example of how truck operators attempt the impossible than the vain efforts to get power out of a motor truck when compression is weak. The question of compression quite frequently is a keen source of worry, if not expense, and proper attention to it is so relatively simple that no operator can afford to neglect giving it a little study and passing the advice along to his drivers.

It may be said that compression is reduced by any of the following causes:

The use of poor oil, or the constant practice of keeping too much oil in the truck motor.

Broken, dirty, or unsuited spark plugs. Ignition wires worn or otherwise faulty.

Incorrect adjustment of carburetor.

Neglecting to change oil when required.

Keeping sparks too low when running. Improper engine cooling; fan belt not functioning or not enough water kept in radiator.

By a consideration of these causes it can be seen that the direct result of each is to create carbon in valves and piston rings. Good compression cannot be obtained with leaky valves or clogged or otherwise ineffective piston rings.

In looking for the remedy it is essential to determine which of the above items is responsible for the weak compression. Often the remedy will then suggest itself. If the compression cups on top of the cylinders are opened, one at a time, it is possible to ascertain

whether the cylinders are firing regularly. When no fire comes from an open cylinder, the spark plug should be taken out and examined. Very likely it will be broken, or too dirty to give a spark, and should be replaced.

Causes of Misfiring

IT is well to know the common causes and remedies for engine misfiring, since this action on the part of a motor truck may very often require only the very simplest attention.

First, examine the spark plugs. They may have collected carbon which will cause the engine to misfire. If this is the case it is simply necessary to clean or replace the plugs.

Improper adjustment of the carburetor, either too "lean" or too "rich," also will cause misfiring, and in this case it is only a matter of adding more air or more gasoline, as needed, to the mixture. Or the valve may be stuck, requiring cleaning the valve stem with kerosene.

Leaks in the intake manifold are another cause of this. Examine this part for air leaks and, if they are found, they should of course be immediately repaired.

Misfiring may be caused also by moisture or grease on the surface of the distributor cover. The high-tension current jumps across the surface of this foreign matter instead of going through its regular path. Keep the distributor clean and you will eliminate this source of trouble. Moisture accumulates on the exposed parts, such as the distributor, and it soon collects grit and oily matter. Such moisture probably is drawn in with the air which enters through the radiator, or it may result from condensation on a damp day. Besides, around any piece of machinery there is bound to be some oil spray. Therefore cleaning is necessary at intervals, no matter how inherently tidy the engine may be.

Causes of Lost Power

IN many cases, loss of power is difficult to locate, and the best procedure is a process of elimination. The most serious cause is a loss of compression and it is well to test this often by turning the motor over by hand slowly with the starting crank. If a cylinder has weak compression, it can be detected by the lack of resistance offered at the crank by the advancing piston as compared with the other cylinders. If such a loss of compression is found, it is well to look first for an improperly seated valve and, in such a case, grinding the valves is the only remedy. In fact it is possible that the cause may be excessive carbon on the piston head and combustion chamber walls; this should of course be removed. Weak or broken valve springs, or improperly adjusted valves, also will cause a similar effect of loss of compression.

Another cause is worn or improperly fitted piston rings, and this is at times very difficult to detect. If the cap of the breather is removed and if the mechanic holds his ear to the opening he may sometimes hear the gas blowing by the

rings. In such a case the piston rings should be replaced or adjusted. Another cause may be described as air leaks, which will cause a dilution of the charge in the cylinder and thus cause a loss of power. Leaks in the manifold, carburetor joints, spark plugs, etc., may be found by squirting a little gasoline around these parts while the motor is running slowly. When the engine picks up or when bubbles are seen it is safe to assume there is a leak.

The simplest cause of loss of power is improper carburetor adjustment. Yet there is very little reason to suspect the carburetor for loss of power if plenty of heat is furnished to the carburetor and if the setting is as nearly correct as possible. A mixture, either too rich or too lean, is apt to cause irregular action and give an effect similar to loss of power. As a general rule to follow, however, if the engine has been running properly up to the time a loss of power became evident, and the carburetor adjustment has not been changed, the trouble cannot be attributed to the carburetor.

Loss of power may be traced also to faulty, late or sluggish ignition. In such a case the result is an almost entire lack of power, often with sudden overheating, causing the water in the radiator to boil. The remedy, obviously, is to check the timing of the ignition. Sometimes several strands of wire in the primary circuit, break and, even though there still might be a contact, the actual number of wires which carry the current has been reduced, thus cutting down the number of volts of electricity entering the coil by increasing the resistance of the wire. This reduction of voltage in the coil reduces the strength of the spark, which in turn does not ignite the gas in the cylinders fast enough. Other ignition faults that cause loss of power are worn out spark plugs, poorly adjusted or pitted breaker points, weak magneto, exhausted battery, and defective insulation. The remedy in each of these cases is obvious.

It is frequently possible to trace the cause of loss of power to some condition in the chassis. The most serious of these are slipping clutch and brakes which drag on the brake drums, in which case careful adjustment should be made. Or the exhaust pipe and muffler may become clogged, with the same result. Other chassis troubles responsible for this are poor lubrication, engine overheating or misfiring, lack of traction at rear wheels, and sticky governor connections.

In summary, it may be said that in order to determine the cause of loss of power, the conditions here outlined should be considered in the order of their importance. First, test the compression of the engine. If this is found to be satisfactory, the next in order is the fuel system, which should be examined carefully in detail. Then follows the ignition system, in which case, by the way, it is usually difficult for the inexperienced operator to locate trouble.

Finally, the various parts of the chassis mentioned should be inspected.

Smoke From the Motor

THE reason for excessive smoking at the exhaust is simple enough if it is remembered that black smoke indicates too rich a mixture in carburetor adjustment; heavy blue smoke means too much oil in the motor; and a thin white smoke means there is water in the gasoline.

Very often considerable smoke will come out of the exhaust for a while, just after oil has been applied, and this is not a cause for worry.

When smoke is seen to come from the crankcase or open end of the cylinders, this indicates a leak past the piston. This is a sign to look carefully for worn rings, rings stuck in grooves, or scoring on cylinder walls.

"Telling the Public"

A recent bulletin distributed by Babson's Statistical Organization, Inc., Wellesley Hills, Mass., of which Roger W. Babson, the widely known authority on business conditions, contains some text regarding warehousing which is understood to have been furnished by C. C. Williams, secretary of the Scobey Fireproof Storage Co., San Antonio. To quote from the Babson bulletin:

"A client contributes the following suggestion for making distribution more efficient:

"The industry with which we are connected is distribution and warehousing. We claim for it that it is an economical link in the present scheme of things. It is to be regretted that more shippers do not utilize the public warehouseman and pool-car distribution, which would result in great economy. One concrete example is quoted: We have just distributed a carload of chairs, weight 16,500 lb., on which the carload rate was \$1.48 per cwt.—a total freight charge on the car of \$244.20. If the 16,500 lb. contents of this car had been shipped via local freight to the various dealers who had goods in this car, the freight would have been \$3.27 per cwt., or one and one-half times first-class, amounting to \$539.55 and would have cost the ultimate consumer \$295.35 more than it did on the plan handled. In addition to the excess cost the likelihood of damage and economic waste would have been greater. A great number of shippers are utilizing the facilities of this link in distribution; but many others continue to do business on the old plan."

Warehousemen Shaping Port Plans

Fall River warehousemen are identified with local Chamber of Commerce committees in an investigation preliminary to formulating plans for developing port and transportation conditions in the Massachusetts city. The port development committee includes James E. Monahan, president of the Keogh Storage Co., and the transportation committee includes Joseph W. Mackenzie, secretary and treasurer of the Watuppe Warehouse Co. and warehouse manager for Mackenzie & Winslow, Inc.

Government Asks Warehousing for Floor Load Data

Appeal From Department of Commerce Urges Inquiries by Men of Public Storage Industry. Objective: Economy in Structural Design

ANOTHER opportunity for the men engaged in warehousing to be of service to American business is presented by the Government—this time by the Building Code Committee of the Department of Commerce. Warehousing as in industry is asked by the Committee to contribute toward the standardizing of building code requirements in relation to floor loads. In a letter to a selected group of seven business journals, including *Distribution & Warehousing*, Ira H. Woolson, chairman of the Committee, writes from the Department of Commerce as follows:

"The Committee has received numerous requests that it use its influence to standardize building code requirements for allowable floor loads in all ordinary occupancies, complaint being freely made that existing requirements are widely variant, even in cities near each other. These variations result in annoyance and confusion to architects and engineers and, so far as such requirements are unduly severe, they waste material and uselessly increase building costs.

In Search of Facts

"The Committee desires to comply with these requests, and to this end is endeavoring to secure all possible information of actual floor load analyses or calculations upon every kind of occupancy, except that for private dwellings, which is of minor importance and has already been treated in the first Report of the Committee dealing with Minimum Requirements for Small Dwellings.

"There is very little to be found in print upon the subject. A search of the libraries of Congress and of the United Engineering Societies revealed practically nothing upon the weight of ordinary commercial or industrial occupancy, except some excellent studies of office occupancies made by C. H. Blackall of Boston, and an extensive analysis of loading due to motor truck storage by E. L. Verveer, published in the *Engineering News-Record* Feb. 9, 1922.

"The weight of human beings in congested and freely moving masses has also been quite well determined by Prof. L. J. Johnson in this country and Mr. Kernot of Melbourne, Australia. Mr. C. J. Tilden (*Transactions, American Society of Civil Engineers*, 1913) also made rather extensive studies of the im-

pulse effect of moving masses of people in sitting, rising and rapid movement from one position to another, as on bridges and boats.

"Doubtless many investigations of floor loading have been made for private purposes in various classes of occupancy, and if copies of these could be obtained for Secretary Hoover's committee they would be of real service to its work.

WAREHOUSING AND THE FLOOR LOAD PROBLEM

MEN engaged in warehousing are here urged by the Department of Commerce to supply data on floor load studies in public storage plants.

Such information, summarized by Secretary Hoover's Building Code Committee, would, the committee believes, be of real benefit to the warehouse industry, to designers of such buildings and to the public generally, for it would tend to effect greater economy in structural design.

Probably some warehousemen have already made such surveys. If they have, the data should be sent to Washington. If other warehousemen have been contemplating such an inquiry with relation to their own plants, they will find in this article a brief summary of just what information Mr. Hoover's committee is seeking.

"I urgently request, therefore, that you publish this letter, hoping that it may prompt others to send us, as a contribution to the general good, such data as they may have upon the subject.

"Office building loadings are fairly well covered by the facts now possessed, though additional information would of course always be welcome and helpful. We are, however, very greatly in need of data on loading in warehouses, schools, churches, hotels, assembly halls, theaters, hospitals, workshops, factories, printing establishments, machine shops, public garages, etc.

"If a person has any floor load studies and has not the opportunity to have the work duplicated, but would be willing to loan the material to the Committee, it would be very gladly received and promptly returned after being summarized.

"It is also hoped that this appeal may stimulate others to make similar surveys in some of the above named occupancies for the aid of the Committee.

"It must be remembered that such contributions are the only possible way the Committee can secure the much needed material. As all the Committee members are giving voluntary service to the work, which is intended for public benefit, they feel justified in urging such generous cooperative assistance as will permit logical recommendations to be deduced from well established facts, and which can be presented in a form sufficiently conclusive of their correctness to warrant general adoption as standard floor load requirements for various types of buildings."

As to Warehousing

Regarding warehousing, Mr. Woolson supplements his letter with these thoughts:

"I fully realize that the construction of warehouse floors must in most cases be dependent upon special design based upon individual character of loading.

"However, nearly all building codes specify some limiting value for such construction. A study of 100 typical recent codes shows that requirements for the so-called 'light warehouse type' vary from 100 to 300 pounds per square foot, with no indication as to the character of contents supposed to be covered.

"The Committee feels that if it can collate some records of actual calculated loads in buildings of all kinds, including warehouses, determined somewhat along the lines of the data already furnished upon office buildings, it would be of real value not only to the owners of warehouses but to the designers of the buildings.

"I am confident that such information exists for many varieties of contents found in warehouses, and if we could gather this together in summarized form it would be of real public benefit."

The Building Code Committee's objectives, in connection with warehousing,

are to determine the maximum, minimum and average floors existing in warehouses; the nature and distribution of such loads and the relation which they would bear to the assumption for design of floor slabs, floor beams and columns as governed by prevailing building code practice—all to the end that greater economy may be effected in structural design.

As an illustration the Committee late in 1922 instigated a detailed investigation covering live loads on several floors of the Equitable Building, New York City. During that inquiry it was necessary to determine the actual weights of office furniture and merchandise, together with location of furniture and merchandise with reference to partitions

and floor beams. Three floors were selected, representing light, medium and heavy classes of occupancy, and the entire area of these three floors was surveyed. Several other offices on various floors, representing what appeared to be unusually heavy occupancy, also were investigated. The whole survey covered more than 200 rooms.

The Method

A force of five men equipped with platform scales and field book spent several days weighing and tabulating every article of furniture within the areas mentioned. Sketches were prepared for each office, showing the location and weights of all articles of furniture, so that the distribution of loads could be

quite closely determined.

The results, in the opinion of the Committee, form "a most interesting and valuable collection of data and are believed to be of much significance both to the designers of office buildings and for the purpose of determining proper building code requirements." To quote the Committee further, in order to indicate how similar data with regard to warehouses should be of benefit to the public storage industry:

"The careful study of load arrangement made it possible to throw some light on the prevailing method of assuming uniformly distributed live loads as a basis of floor design, and to help to indicate what relations such assumptions should bear to the actual total loads."

Chamber of Commerce Convention Program Will Include Discussions of Distribution, Rates, Store Door Delivery, Insurance and Finance

(Concluded from page 14)

Commerce, there is every reason to anticipate a profitable exchange of experience and ideas in this group.

The Insurance Group will swing back to the transportation theme at the outset with "Insurance Investments in Railroads," as the leverage for presentation of the problem of insurance executives in determining "the percentage of yearly assets to be put in railroad securities." It is indicative of the far reaching ramifications of the whole transportation problem that sound railroad practice is nowhere of more interest than among insurance policy holders. Tied up with that discussion will go the question of governmental regulation of insurance and the fire and casualty insurance problems.

Natural Resources as a group center again affords opportunity to get the indirect aspects of transportation matters out into the light, since the group will deal largely with coal production. The work of the United States Coal Commission is to be explained, coupled up with a discussion of the relationship of the labor problem at the mines to the cost of industrial coal, and an attempt to make clear the difference between solution of the coal problem on economic lines as its treatment on a purely legislative basis.

Representatives of railroads, shipping interests, producers, warehousemen, the motor industry, waterway operators and the public are included in the conference make-up. The aspects they will discuss include governmental relations to transportation, railroad consolidations, rate schedule readjustments, coordination of motor transport and waterway carriers.

Into the European division program fall such questions as reparations, war debts, currency depreciation and others which recent developments in France and Germany have made of outstanding importance to American business interests. President Julius H. Barnes of the national chamber and about 100 American

delegates are now abroad to attend the second meeting of the International Chamber of Commerce in Rome. They will return in time for the meeting in New York, however, and bring first hand impressions of the European situation.

Elliot H. Goodwin, resident vice-president of the chamber, points out that the transportation problem is a purely domestic question which "can and must be solved by American business genius," and the annual meeting will provide a far-reaching review of transportation needs.

"No factor in our national life is so universal in its application as the need of adequate means of transporting our goods," to quote Mr. Goodwin. "Business prosperity—and that means our greatness as a nation—depends on finding the right way to deal with our carriers by rail or water or highway. Concern in this regard is manifest in every department of our national life, in farming, mining, manufacturing, distribution, and nowhere more than among railroad executives.

"There is necessity for adoption of a national transportation policy. Our tonnage is growing; railroad ton-miles have almost trebled in twenty years. What will they be in another twenty?

"Men of the business world feel there must be a way to harmonize operations of trains and trucks and water carriers to make our transportation system capable of any expansion that our commercial growth demands. But involved in such a project is all the question of planning for national treatment of transportation; insurance of protection for the proper public interest in railroads and at the same time restoration of confidence among investors in the railroads and their management; revision of the railroad rate frame work, so that traffic will not be stifled, yet providing such revenues as will make the carriers living, expanding industrial entities.

"It is not to be expected that a transportation cure-all can be evolved overnight at the coming annual meeting of the chamber. It is to be expected, however, that the meeting will foster and stimulate discussion both among business men and the public. Men who are recognized nationally as authorities on transportation will be among the speakers, and the annual meeting, while not attempting itself to offer a transportation solution, well may have an important influence in helping to develop national thought on this vital subject.

"Proposals for solution of the transportation problem have been varied. Some would turn increasingly to motor truck movement of freight, some to waterway developments. All of these proposals are to be presented before the delegates at New York. The meeting will serve the purpose of acquainting thousands of delegates with the ebb and flow of national thought on the whole subject. It will be a stepping stone to the day of a national transportation policy, to intelligent consideration of the forthcoming conclusions of the Transportation Conference."

Connecticut Co. Incorporates

The Connecticut Terminal Co., Inc., New London, has been incorporated to carry on a general warehousing and terminal business at the State Pier. The incorporators are W. E. Clarke, New London; Charles Yates, Washington, D. C.; F. W. Seth, New York City, and J. C. Martin, Plainfield, N. J.

Donaldson Co. to Build

The Donaldson Transfer & Storage Co., Pittsburgh, has purchased for \$50,000 a plot 147 x 300 ft. at Western Avenue and Bidwell Street and will erect a warehouse on it.

MATERIAL HANDLING

Forum

Conducted by
MATTHEW WILLIAM POTTS
Consulting Authority on Material Handling

How Cooperation by Warehousemen Will Develop Data on Material Handling

IN the March issue there was shown on this page the seal of the engineer who is conducting the Material Handling Forum. This month we introduce to warehousemen "the man behind the seal," Matthew William Potts of New York City.

Potts has been actively engaged in solving material handling problems for the past ten years. He now offers the benefit of this accumulated knowledge to public storage executives.

The information which will be presented on the Forum pages does not only pertain to methods of handling materials, but will include comments on various types and makes of equipment.

Some material handling equipment manufacturers fully understand the needs of the warehousemen and others are only jobbers, placing equipment installations in warehouses regardless of whether they will effect a saving or not. Some are mere order takers who place equipment in the warehouse and then forget they are responsible for its successful operation.

For a warehouseman to obtain knowledge of the methods of various material handling equipment manufacturers is some times difficult. Cooperation with this new department of *Distribution & Warehousing* will centralize this information for the benefit of the individual warehouseman and the storage industry as a whole. Mr. Potts says:

"**W**HEN talking to warehousemen regarding the use of material handling equipment it is often stated by them that the warehouse industry is full of conveyor and elevator equipment which has not been successful.

"This condition exists not only in the warehouse industry but in practically all industries where a large quantity of this class of equipment is used. It is difficult to place the responsibility for these unsuccessful installations. Why? Because there has been no clearing house where unsuccessful installations could be reported.

"The warehouse industry is now going to have such a clearing house, so that it will be possible to check up on the manufacturers of handling equipment in ways which should react to their advantage and to the benefit of warehousemen.

"Warehousemen, it is up to YOU.

"I urge every reader of this page to send me a list of the various types of material handling equipment he has in his warehouse. In this list please give the following data:

"1. Kind of the equipment. (By 'kind' we mean chutes, conveyors, etc.)

"2. Name of the equipment manufacturer. (Such as Fairbanks, Stuebing Trucks, Revolver, etc.)

"3. When equipment was installed. (Give the year.)

"4. Did you have trouble when installing and during the first few weeks of operation?

"5. Is the installation a success?

"6. Has the manufacturer shown any interest in the equipment since it was installed?

"7. Have you had any unsuccessful installations?

"8. When the equipment was not a success did the manufacturer assist you in any way to rectify the mistake? *The warehouseman should give details on these cases.*

Matthew William Potts



Consulting authority on material handling

"9. What is your present opinion of material handling equipment installations in warehouses?

"These are only a few of the many questions which I would like to ask each

of my readers. It is possible that replies to the foregoing will lead to a detailed questionnaire on the subject of material handling equipment, and I believe every one will be interested enough to fill out the answers to the questions.

"There is one point that I wish to bring up at this time. When writing to the FORUM for information or assistance on your handling problems, be sure to give as much detail as possible in your first letter; in this way valuable time will be saved.

"In last month's FORUM, on page 23, Ralph A. Swoboda, secretary Cairo (Ill.) Storage & Forwarding Co., says:

"The only objection we find is that the equipment is too heavy and bulky and takes quite a little time to move it from one car to another. We believe a lighter conveyor could very well be manufactured that could handle work of this nature just as fast as the heavier machine, and could be moved to any part of the warehouse without too much loss of time."

"This is a constructive suggestion and one that will be passed along to the manufacturers of this class of equipment. There can be no doubt that all suggestions from practical warehousemen will have the effect of greatly improving the design of equipment that will be offered to the warehouse trade.

"It is possible that some warehousemen have certain ideas of the type of equipment that they would like to obtain. In fact, some may have designed equipment to fit their particular need but are now handicapped because they cannot have the equipment built.

The Material Handling Forum will be glad to review these designs and endeavor to locate a manufacturer.

"There are many ways whereby we can help each other.

"I am ready. It's now up to you!"

Truck Price Changes

The United States Motor Truck Co., Cincinnati, announces motor truck price reductions as follows:

Model	Old Price	New Price
1 1/4 ton.....	\$1,800	\$1,575
1 1/2 ton.....	2,175	1,775
1 3/4 ton.....	2,375	2,175
2 1/4 ton.....	3,300	2,675
2 3/4 ton.....	4,075	3,425
4-5 ton.....	3,725
5-7 ton.....	4,675	4,475

The Bethlehem Motors Corp., Allentown, Pa., announces price changes as follows:

Model	Old Price	New Price
1 ton.....	\$1,195	\$1,385
2 ton.....	1,795	2,185
3 ton.....	2,495	2,985

The Standard Motor Truck Co., Detroit, announces price revisions as follows:

Model	Old Price	New Price
1 1/4 ton.....	\$1,330
1 1/2 ton.....	1,600	\$1,695
K 2 1/2 ton.....	2,400	2,795
KS 2 1/2 ton.....	2,875
K 3 1/2 ton.....	3,150	3,645
KS 3 1/2 ton.....	3,725
5 ton.....	4,400	4,495

New Ruggles Model

A new model truck known as the "Go-Getter" is being brought out by the Ruggles Motor Truck Co., Saginaw, Mich., to sell for \$795. It has a capacity of 1500 lb. and a chassis weight of 2400 lb.

Flaherty Removes

Edward T. Flaherty, a Los Angeles engineer who has designed and supervised the construction of a number of public warehouses in Pacific Coast cities, removed his offices on March 1 to No. 633-34-35 I. W. Hellman Building, 124 West Fourth Street, Los Angeles. He was formerly at No. 434 in the Hellman Building.

Sharon Steel Receivership

Owing to a discount company in Cleveland having gone into receivership, the Sharon Pressed Steel Co., Sharon Pa., manufacturers of material handling equipment used in warehouses, went into voluntary receivership in the United States Court in Pittsburgh late in February, the Sharon company having been financed by the discount company.

The court has authorized operation of the Sharon plant under W. L. David and Donald Thompson, receivers, who have appointed A. E. Swan, former vice-president and general manager of the Sharon company, their agent and attorney.

"The Sharon company," says a statement by the receivers, "has been struggling under limited finances for some time past, due to heavy fixed charges being carried over from previous reor-

ganizations. The plant has approximately \$750,000 worth of business on the books, first class automobile and railroad accounts, which is considerably more than at any previous time of their career, and now, with the court's authority to continue operations, their prospects are considerably brighter."

FEDERAL CO. PRODUCES NEW RUT GUARD TIRE

MOTOR truck owners will be interested in knowing that the Federal Rubber Co. of Illinois, Cudahy, Wis., has placed on the market a new tire of the Rut Guard design, illustrated herewith. Chase W. Wolfe, manager of the company's pneumatic truck tire department, proffers the following information regarding the new product:

"You will note the guards on the side of this tire are arranged so that they not only strengthen the tread but will carry road shock down over the side



New tire of Rut Guard design placed on market by Federal Rubber Co.

of the tire, but also give a greater heat radiating surface than our regular construction tire. In rut wear these tires have given as much as 13,000 miles of service, where ordinary tires heretofore never gave more than 4200 miles. The tread stock runs from bead to bead, and the Rut Guard proper is an additional amount of rubber on the side of the tire and not camouflaged.

"In building this tire we have not lost the balance; as a matter of fact, it is a perfectly balanced tire, and in all that we have tried we have found absolutely no loose treads, nor do we believe there will be any, due to the fact that the Rut Guard carries the road shock down over the side of the tire.

"To sum the Rut Guard tire up briefly, it will produce more service under any kind of conditions, particularly where

roads are bad. It will radiate more heat and, therefore, run cooler, than our regular tire. It has strengthened the tread and it has a better appearance than any other truck tire. At the present time this is made in 5, 6, 7 and 8 in. sizes.

"We have built this tire with the idea that it may be used for speed work in muddy weather, and in the winter months when roads are frozen.

"While the prices range slightly higher than for ordinary construction, the price is not prohibitive, and we hope to be able ultimately to lower the price by increased production."

"Aircore" Cushion Tire

Higher speed operation of trucks, which has been demanded for some time in the commercial vehicle field, is being met by the wider use of pneumatic and cushion type of tires. A recent contribution of the tire industry in this direction is the production by the Kelly-Springfield Tire Co. of a new cushion truck tire, bearing the trade name "Aircore." This tire is quite similar in external appearance to the so-called "caterpillar" tire, which has been manufactured for some time by the same company. It differs from the caterpillar in that it has an annular hollow or air space of approximately triangular section running around the entire circumference of the inner portion of the tire.

The "Aircore" is especially designed to prevent acute bending of the side walls, which, if it occurred, would tend to produce the same character of failure which occurs from the use of an under-inflated pneumatic tire.

Resiliency at High Speed

A further advantage of the shape of core employed is claimed to be the more rapid recovery of the rubber to its normal shape, following deflection. On account of this action the tire is said to remain more resilient at high speed than it would otherwise be.

According to the manufacturers, tests made by the United States Bureau of Public Roads indicate that the tire has a resiliency within 8 per cent of that of pneumatic tires and that the force of the impact blow which the tire strikes on uneven road surface is only half that of a solid tire, operated under the same conditions.

The Aircore tire is intended for service on front wheels of all trucks except the heaviest, and for rear wheel service on trucks requiring resiliency and high speed ability. It is to be made in sizes ranging from 34 x 4 to 40 x 8 and 36 x 10. Although the prices of the Aircore tire are somewhat higher than those of the solid and "caterpillar" tires of the same makes, they are considerably less than those of pneumatic truck tires of the same capacity.

Evanston Co. to Build

The Evanston Fireproof Warehouse, Evanston, Ill., is having plans prepared for a five-story brick, reinforced concrete and steel warehouse, 51 x 194 feet, to cost \$250,000.

FROM THE LEGAL VIEWPOINT

By George F. Kaiser

The Warehouseman's Responsibility When Federal-Seized Liquors Are Stolen

LEGAL EDITOR, *Distribution & Warehousing*: In December, 1920, the Government seized 151 cases of wine and champagne and our men placed them in a room which the Government had rented. We have been storing Government seizures since the advent of prohibition on the condition that we should give the seizures the same ordinary care given household goods. This was a verbal arrangement made when the first room was rented to the Government. They have since rented a number of rooms in the same section of our building and on the same basis. We have not issued warehouse receipts. We have given them simply a memorandum when the seizures were made. All deliveries, receipts and overhauls were done under personal supervision of prohibition agents. Charges were made entirely for rooms and not for contents. Our building and facilities for storing these seizures have been inspected many times by special as well as regular representatives of the Prohibition Department. We have no knowledge of any owners or alleged owners of the seizures.

On July 24, 1922, the section containing Federal seizures was broken into by burglars and 64 cases of wine were stolen. The burglary was reported to the police and to the prohibition officers in charge immediately. Two inventories had been taken prior to this burglary at the direction of prohibition officers and all cases had checked O. K., the last inventory being taken in June, 1922.

On November 28, 1922, a certain Mr. S— came to the warehouse with his attorney and a Federal agent and demanded return of the seizure, according to a Court order directing the release of the goods and also ordering Mr. S— to pay all charges in connection with this seizure.

We informed Mr. S— that 64 cases had been stolen. He signed a receipt to the storage company only for the quantity received by him. We delivered the balance to Mr. S— at the direction of the Federal agents and later at their direction to his residence.

The following day Mr. S— in my presence and in the presence of his at-

torney signed a receipt in full for all liquors originally seized to the Government, a copy of which I have.

At the direction of the Government we collected the charges due on the goods and credited this to the Government account immediately. Some time later we were served with papers and are now being sued in the Supreme Court for the missing cases, which they have valued at \$4,000, claiming negligence on our part.

In common with all the other furniture storage warehouses in Buffalo, we do not employ a night watchman. Our doors were all securely locked and bolted. The burglars gained entrance by smashing through a heavy rear door.

Mr. S— claims that proper care was not taken. We claim that we merely rented rooms to the Government and handled all seizures entirely under their direction, had no knowledge of ownership, gave these goods the same care

given household goods, delivered these goods to the Government and later to Mr. S—'s residence, and the Government holds a receipt in full.

Will you please give us your opinion, as the case comes to trial in a very short time?—*American Household Storage Co., Kneeland B. Wilkes, Treasurer, Buffalo, N. Y.*

Answer: If there is such a thing as a "good" case, you appear to have it. The claim that proper care of the goods was not taken appears to be unfounded upon consideration of the facts set out in your letter. If it was not customary to have a night watchman, you certainly were not obliged to have one. You appear to have used the ordinary care required of you, even if you are to be charged with custody of the goods, and not merely as a renter of the room.

I assume you have chosen good attorneys to protect you. Let them do the worrying.

Procedure When Notice of Sale Is Given

LEGAL EDITOR, *Distribution & Warehousing*: Will you please advise if it is necessary for the party for whose account goods are stored to receive the notice of a sale to satisfy the warehouseman's lien on said goods?

Does an attempt to notify party by means of a registered letter sent to the last known address cover this?—*Joseph A. Schantz Co., Rochester, N. Y.*

Answer: Section 118 of the New York General Business Law provides:

"Section 118. SATISFACTION OF LIEN BY SALE.—A warehouseman's lien for a claim which has become due may be satisfied as follows: The warehouseman shall give a written notice to the person on whose account the goods are held, and to any other person known by the warehouseman to claim an interest in the goods.

Such notice shall be given by delivery in person or by registered letter addressed to the last known place of business or abode of the person to be notified. The notice shall contain:

"(a) An itemized statement of the warehouseman's claim, showing the sum due at the time of the notice and the date or dates when it became due.

"(b) A brief description of the goods against which the lien exists.

"(c) A demand that the amount of the claim as stated in the notice, and of such further claim as shall accrue, shall be paid on or before a day mentioned, not less than ten days from the delivery of the notice if it is personally delivered, or from the time when the notice should reach its destination, ac-

cording to the due course of post, if the notice is sent by mail, and

"(d) A statement that unless the claim is paid within the time specified the goods will be advertised for sale and sold by auction at a specified time and place."

In accordance with the terms of a notice so given, a sale of the goods by auction may be had to satisfy any valid claim of the warehouseman for which he has a lien on the goods. The sale shall be had in the place where the lien was acquired; or, if such place is manifestly unsuitable for the purpose, at the nearest suitable place.

After the time for the payment of the claim specified in the notice to the depositor has elapsed, an advertisement of the sale, describing the goods to be sold, and stating the name of the owner or person on whose account the goods are held, and the time and place of the sale, shall be published once a week for two consecutive weeks in a newspaper published in the place where such sale is to be held. The sale shall not be held less than fifteen days from the time of the first publication. If there is no newspaper published in such place, the advertisement shall be posted at least ten days before such sale in not less than

six conspicuous locations in that place.

From the proceeds of such sale the warehouseman shall satisfy his lien, including the reasonable charges of notice, advertisement and sale. The balance, if any, of such proceeds shall be held by the warehouseman, and delivered on demand to the person to whom he would have been bound to deliver or justified in delivering the goods.

At any time before the goods are so sold any person claiming a right of property or possession therein may pay the warehouseman the amount necessary to satisfy his lien and pay the reasonable expenses and liabilities incurred in serving notices and advertising and preparing for the sale up to the time of such payment. The warehouseman shall deliver the goods to the person making such payment if he is a person entitled, under the provisions of this Act, to the possession of the goods on payment of charges thereon. Otherwise the warehouseman shall retain possession of the goods according to the terms of the original contract of deposit.

Source: L. 1907, ch. 732, Sec. 33.

References: See Sec. 120, authorizing other methods of enforcement, and Lien Law, Secs. 200-210.

Notice: Unless the provisions of the

statute regarding notice are complied with, the sale is invalid. *Robinson vs. Wappans* (1901), 34 Misc. 199, 68 N. Y. Supp. 815.

The warehouseman cannot relieve himself from the requirements of the statute as to notice by an arbitrary insertion in the warehouse receipt of a waiver of notice on the part of the owner. *Sand vs. Rosenagel* (1903), 40 Misc. 666, 83 N. Y. Supp. 255.

Redemption: The owner may redeem the goods stored at any time before sale. *Beken vs. Kingsbury* (1906), 113 App. Div. 555, 100 N. Y. Supp. 323.

Liability for Sale Without Notice: Where a warehouseman who has made advances on goods stored with him, and who has knowledge of facts sufficient to put him on inquiry as to the true ownership of the goods, sells them at private sale without notice, instead of by public sale, he is guilty of conversion and liable to the owner for their value, less advances actually shown to have been made. *Beken vs. Kingsbury* (1906), 113 App. Div. 555, 100 N. Y. Supp. 323.

If you cannot serve notice of sale on the party personally, or choose to give notice by registered letter, you have the right to do so under the above section of the law relating to warehousemen.

DIGESTS

RECENT legal cases of interest to warehousemen are digested herewith. A full printed report of any case may be obtained for twenty-five cents by addressing the editor of *Distribution & Warehousing* to cover publisher's costs. Key number should be specified.

(U. S. D. C. Iowa) Code Iowa 1897, §3122, authorizing owners or dealers having in possession or storage "grains, seeds or other farm products," "the products of slaughtering "cattle, sheep or hogs," "butter, eggs, cheese, dressed poultry and other commodities," to issue and pledge warehouse receipts therefor, held limited to food products; the words "other commodities" being construed under the rule of ejusdem generis and the statute not to include automobiles.—In *re Hanson* & Tyler Auto Co., 283 F. 848. Key No. 15 (1).

(N. J. Sup.) Under 4 Comp. St. 1910, p. 5780, par. 21, a warehouseman is liable for any loss or injury to goods caused by his failure to exercise such care in regard to them as a reasonably careful owner of similar goods would exercise.—*Dantes v. McGann*, 118 A. 709. Key No. 24 (1).

(N. Y. Sup.) Where a bank, establishing a credit in favor of a

shipper of merchandise on account of a trading company, paid a sight draft and received negotiable shipping documents, and intrusted the merchandise to the trading company under a trust receipt, providing that it was to be stored as the bank's property, with liberty to the trading company to sell it for the bank's account and turn over the proceeds to it, a dock company with which the goods were stored had no lien thereon, under General Business Law, §§ 112, 113, for charges in respect of other goods previously stored with it by the trading company.—*Chemical Nat. Bank of New York v. New York Dock Co.*, 196 N. Y. S. 414. Key No. 32.

(Iowa) Under Code Supp. 1913, § 3138a21, making a warehouseman, in the absence of an agreement to the contrary, liable for loss or injury to goods, only where caused by failure to exercise ordinary care, an owner, who sues a warehouseman for damages to stored goods, has the burden of proving that the damage resulted from the failure of the warehouseman to exercise such care.—*Grady v. Blue Line Transfer & Storage Co.*, 190 N. W. 375. Key No. 34 (5).

(N. J. Sup.) Where furniture in good condition when shipped was

delivered by the carrier to a warehouseman, and when later delivered to the owner was found to be injured, the presumption is, in the absence of evidence, that it was damaged while in the possession of the last bailee, and the burden is on him to show the contrary.—*Dantes v. McGann*, 118 A. 709. Key No. 34 (5).

(Del. Super.) Measure of damages against a succeeding warehouseman for loss or injury to the property stored is the difference between its value when it came into the succeeding warehouseman's possession and that when returned to the bailor.—*Schagrin v. Bacon*, 117 A. 741. Key No. 34 (8).

(Mich.) In view of Rev. St. U. S., Secs. 2983, 2984 (U. S. Comp. St., Secs. 5676, 5677), where tobacco was stored in a bonded warehouse and damaged through negligence of the warehouseman, permitting a recovery of the import duty upon it was proper.—*Schwartz v. Michigan Warehouse Co.*, 189 N.W. 1. Key No. 34 (8).

(Del. Super.) In an action against a succeeding warehouseman for loss and damage to property stored, evidence held sufficient to create a jury question as to both value of the property and negligence.—*Schagrin v. Bacon*, 117 A. 741. Key No. 34 (9).

WHAT'S WHAT IN NEW BUILDINGS

LIII

Lyon Fireproof Storage Co.,
Los Angeles

THE Lyon Fireproof Storage Co., Los Angeles, in seeking a location for its new warehouse, had many angles to consider. First, the building must be conveniently located for shipment, with ample room for trackage, loading and unloading facilities. Second, the company desired to be conveniently near residential districts, to avoid long hauls through congested thoroughfares. Third, there must be room for future growth.

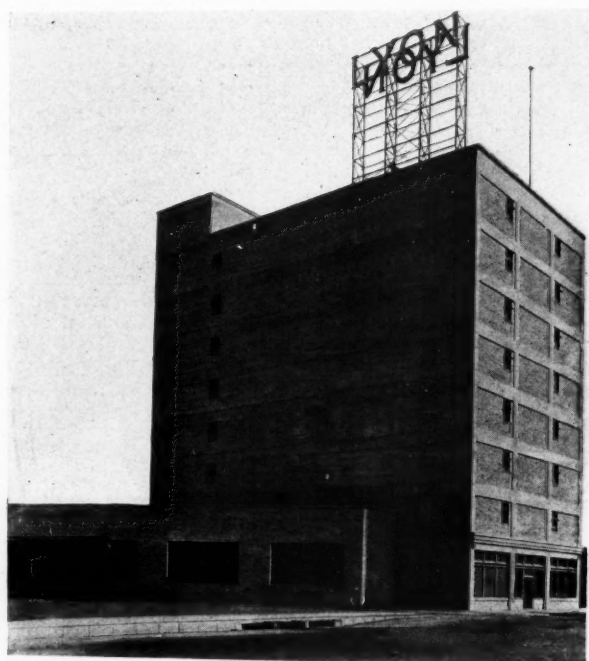
What was considered the ideal location was found on Grand at Thirty-sixth Street, situated on a private spur which affords protection and convenience in loading and unloading.

Between the main building and this track is a one-story concrete building used for this purpose and for making distribution of pool cars. This structure is equipped with automatic scales and weighing shipments.

The main building of the new Lyon warehouse is a massive eight-story structure equipped with modern devices for the scientific handling of furniture in storage and shipment. A portion of the building is divided into private storage rooms of various sizes, keys to which may be held by clients but with the contents of the rooms under the constant protection of mechanical safety devices, as well as employees.

Automatic passenger elevator service gives ready access to this part of the building, as well as to all other portions.

In addition to the thousands of feet of general storage space, there has been adequate provision made for every conceivable phase of spe-



cialized storage. Piano rooms have been provided in which a dry, equalized temperature is maintained; rug rooms for the protection and care of costly rugs; vaults for the safekeeping of silver and other valuables.

From the moment the patron steps through the door and enters the beautifully appointed office, with artistic tiled floor and counters of Alaskan marble, trimmed with contrasting black Belgian, he feels that Lyon has anticipated those factors of family life which are essentially "homey."

The warehouse is being put up by the Richards Neudstadt Construction Co., Los Angeles, designers and builders.

The general offices of the Lyon company will remain at 1950 South Vermont Avenue.

TWO BITS

Vol. III, No. 10

A Bit Here, A Bit There

Gotham, April, 1923

WHEN IN GOTHAM—

IF you come to the great burg of Gotham, why not inspect our *Two Bits* office? We are up on the 11th floor at 239 W. 39th St., but there are 3 average elevators & 1 case of stairs, whichever you may choose; our personal preference being the elevator system when in operation.

We have a considerable no. of courtesies to extend, as follows:

1. We will show you how *Two Bits* is manufactured, from the time we sit down at our typewriter to write scintillating "copy" to the time this publication leaves the presses.

2. We will introduce you to Izzy Schulman, a sterling carefree office boy without temperament, pessimism or lassitude.

3. We will permit you the use of the slot telephone on the ground floor, & it is well to have your nickel ready before you call Central.

4. We will supply you a blank for renewing your subscription to *Two Bits*.

5. We will cash all your certified checks.

We have other services, 6 to 10 respectfully, but they are not set down here on a/c of lack of space, but anybody who drops in on us can learn what they are providing we are not too busy.

News Items

Spurred on & shamed by the publicity given to his debt as mentioned on our Jan. *Two Bits*, Frank Jones, the Grand Rapids storager, has paid us 65 of the 75 cts he owed us as his share of a taxi-fare, Frank recently handing us 4 dimes, 2 nickels & 15 pennies.

We respectfully refer to Sid Smith, the Chicago storager, the following from the *London Morning Post*:

"Why have Scotsmen a sense of humor?"

"Because it's a gift."

To paraphrase something which a writer has in the *Northwestern Purple Parrot*:

The household goods storager who is looking for a method of keeping moths out of trunks might go to the zoo & feed camphor to the elephants.

A certain stenog. in a certain stor-

OUR SONG DEPARTMENT

AS threatened in last mo.'s issue, we publish herewith the words of the favorite song of the N. J. & Penn. F. W. A. convention harmony-purveyors. The tune is that of "The Battle Hymn of the Republic." The words are, to wit:

*One grass-hopper jumped right over the other grasshopper's back.
One grass-hopper jumped right over the other grasshopper's back.
One grass-hopper jumped right over the other grasshopper's back.
Oh, one grass-hopper jumped right over the other grass-hopper's back.
They were only playing leapfrog.
They were only playing leapfrog.
They were only playing leapfrog.
When one grass-hopper jumped right over the grass-hopper's back.*

When sung for the 20th time in succession with no pauses whatever except for some cold water, it sounds* as follows:

*One grasopper jum ritover thother grasopper spack
One grasopper jum ritover thother grasopper spack
One grasopper jum ritover thother grasopper spack
Owun grasopper jum ritover thother grasopper spack.
They wurony playin' l-e-e-e-frog.
They wurony playin' l-e-e-e-frog.
They wurony playin' l-e-e-e-frog
Whenun grasopper jum ritover thother grasopper spack.*

Next mo., unless an injunction is got out vs. us, we promise to disclose the Central Warehousemen's Club harmonogram, yclept "He Ain't Got No Style."

*We anticipate that the combined genius of the composing room force on the 4th floor will accomplish setting up the type O. K. just as the song sounds on the 20th rendition.

ager's office requests us—tho we don't know why—to pass the following thought on to the executives in our industry:

"There are many girls in offices worthy of homage. There are other girls whom the homage would make more worthy!"

The Roanoke Storage & Transfer Co., Roanoke, Va., has gifted us with an elegant calendar. We now have enough 1923 calendars to last us for a good many yrs. to come.

The most elegant yellow blotters we have thus far recd come from the Wiley & Nichols Co., the Galveston storagers, & we would like another stock of same & will give 2 used ones for 1 new one.

Ed Mooney, the Hartford, Conn., storager, has gifted us with an elegant paperweight with a mirror installed on the reverse or back side. The mirror is still intact on a/c we have not used it.

Floyd Bekins, the Fresno, Cal., storager, is an ecstatic dad, our report is. The more Bekinses there are, the better our industry, but by the time this new one grows up, likely as not all existing rate guides will have been completed, so what will there be for him to do?

We know a traffic mgr. with personality, pep, pride & no peculiarities who wants to hook up with some mfg. co. at a salary which will not compel him to pay an excessive 1923 income tax to the U. S. Govt. in 1924. Apply to *Two Bits* for info.

Speaking of income taxes—this paragraph is being written on Mar. 15—it is our recollection that the Repub'n platform contained a plank to the effect that the taxes assessed on salaried employees would be reduced. There are still splinters in that plank & at the next Presidential election we are going to vote the Socialist ticket, or maybe the Soviet ticket if any.

Ye Ed. was to Chi. & Cleveland last mo. (Mar.) on business bent, picking up news, shaking hands, dodging creditors & generally building up an expense a/c for Julian Chase, *Two Bits's* business mgr., to cuss over.

A cardinal rule of magazine-manufacturing is to leave plenty of white space, so here is some:

W. Lee Cotter Heads Million-Dollar Merger of Three Ohio Companies

MERGER of the three Cotter warehouse properties of Ohio into one organization under the name of the W. Lee Cotter Warehouse Co. is announced by W. Lee Cotter, Mansfield, Ohio, who is president of the new incorporation.

Capitalized for \$1,000,000 and incorporated at Columbus, the new company takes in the Cotter Transfer & Storage Co., Mansfield, of which Mr. Cotter has been general manager, and which was established in 1882 with a one-horse wagon by the late C. D. Cotter, who was W. Lee Cotter's father; the W. Lee Cotter Warehouse Co., Columbus, of which W. Lee Cotter has been president, and which was established in 1920; and the Union Terminal Warehouses, Akron, of which Mr. Cotter has been president and which was established in 1918.

According to the 1923 Warehouse Directory, these three companies operate sixteen merchandise warehouses with a total of 287,200 square feet of floor space, and one household goods warehouse with 25,000 square feet of floor

is vice-president of the new organization.

A. F. Porter, who has been secretary and operating executive of the Mansfield company and secretary of the Akron company. He is secretary of the new organization.

Grant B. Willis, a certified public accountant who has had wide experience in manufacturing, distribution and sales. He resigned from the Aultman & Taylor Machinery Co., where he had been connected for seven years, to become treasurer of the new Cotter organization.

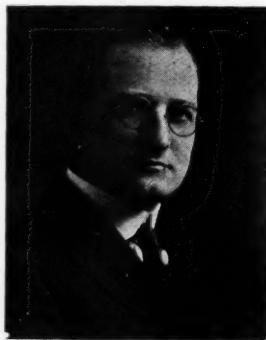
Henry G. Brunner, who has had extensive experience as an executive and who was formerly in the newspaper business and who has for the past six years been chief executive of the City of

placing their surplus stocks in warehouses. The goods go into the warehouse and are cared for. When sold they are shipped directly to the purchaser from the warehouse and, save for a small amount of space to keep broken lots, the jobber and the wholesaler need have at his command only little actual storage space."

Under the new organization, A. F. Porter will be district manager as well as secretary. The Columbus interests will be managed by E. B. Rownd, who has been manager of the Columbus house. Fred Bair, who has been superintendent of the Mansfield house, will be manager of the Mansfield holdings. The new organization's headquarters will be in Mansfield.

Meanwhile, Harry S. Knox, who has been manager of the Union Fireproof Warehouse Co., the Cotter plant in Akron, has severed his connection with that company by disposing of his stock to Mr. Cotter on March 1. Mr. Knox and Thomas Pifer, formerly proprietor of the Knickerbocker Storage Co., Akron, have incorporated the Knickerbocker

W. Lee Cotter



President of new organization which bears his name

Grant B. Willis



Treasurer and a director of new Cotter corporation

space. The three companies have an aggregate investment of \$675,000, the Warehouse Directory shows.

The directors of the new organization include the following:

W. Lee Cotter, widely known in warehousing trade association activities. He is a past director of the American Warehousemen's Association and is chairman or a member of various committees of the A. W. A. and the National Furniture Warehousemen's Association, and is a director of the American Chain of Warehouses.

E. W. Cotter, who has been president of the Cotter company of Mansfield. He

Mansfield. Mr. Brunner is sales manager of the new Cotter organization.

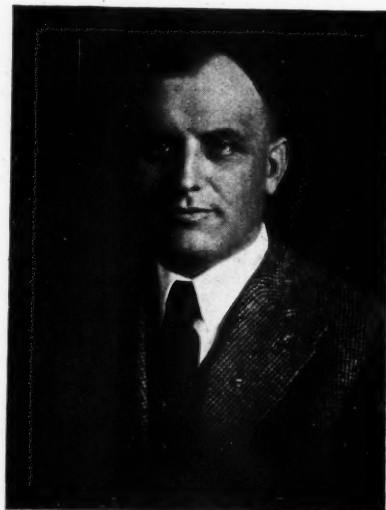
F. M. Bushnell, E. B. Cappeller, J. A. Spence, E. O. Townsend and E. F. Wickwire, all of Mansfield, and L. B. Rainey, of Beaver, Pa. Mr. Rainey has been treasurer of the Cotter company of Mansfield.

Regarding the entering of Mr. Willis and Mr. Brunner into the new organization, it may be stated that W. Lee Cotter has followed out an idea which he has long held—that big men of business experience should be identified with the public warehouse industry. Both these men, according to Mr. Cotter, possess a broad vision as to the possibilities of developing distribution warehousing.

"Time was," Mr. Cotter said, "when every manufacturing plant had its own power plant. It also had its own warehouse and storage space. Now, however, things are different. The central power station has taken the place of the individual plants and operating current can be supplied cheaper, with better results and plans conducted more efficiently and more economically."

"That same idea is carried out in public warehousing. Throughout the country, producers, jobbers and manufacturers are seeing the advisability of

Henry G. Brunner



Sales manager and a director of the new Cotter corporation

Warehouse & Storage Co. Their plans will be announced later.

New Montgomery Company

Articles of incorporation for what is to be known as the Manufacturers' Warehouse Co. have been filed in Montgomery, Ala. The firm has a capital stock of \$50,000, all of which, according to the papers, has been paid in. The principal stockholders include C. G. Hume as president, A. C. Davis as secretary and treasurer, and Fred S. Ball, prominently identified with Montgomery's business interests.

WITH THE ASSOCIATIONS

Officers and Committee Chairmen of Trade Organizations of the Warehouse Industry Are Invited to Contribute News to This Department

National Furniture Warehousemen's Association

Back to Mackinac

FOR the third time the National Furniture Warehousemen's Association will hold its Summer or annual convention at the Grand Hotel at Mackinac Island, Mich. The dates, tentatively selected and depending upon steamship arrangements, are Sunday, July 8, to Wednesday, July 11, inclusive. The place and the tentative dates were decided upon at a meeting of the National's directors, held at the South Shore Country Club, Chicago, on March 23 and 24.

It was the unanimous opinion that the Summer convention this year should be held somewhere in the Central West, inasmuch as the semi-annual meeting went to the East, having been held in New York in January. A number of places were considered, but it was felt that the Grand Hotel at Mackinac Island was the one best suited to accommodate from 300 to 500 persons. Added to the hotel's ability to take care of a crowd of that size is the fact that the journeys from Buffalo, Cleveland, Detroit and Chicago offer enjoyable Great Lakes scenery before and after the convention.

It was at the Grand Hotel that the N. F. W. A. was organized, in the Summer of 1920. The following Summer the National members travelled to Lake of Bays, Canada, for their convention. Last Summer they returned to Mackinac, and were well pleased with the accommodations provided.

Secretary Selected

One of the main purposes of the directors' meeting in Chicago was to select some man to fill the office of the executive secretaryship in succession to William H. Schaefer, who resigned a few months ago. Several persons were considered and a selection was made, to be announced after definite arrangements have been concluded with the man chosen. He is a man with broad knowledge of cost finding, salesmanship and accountancy, and part of his work will be to "sell" N. F. W. A. members the system worked out some months ago by the association's cost finding committee,

of which William T. Bostwick, New York, is chairman.

New Members

At their Chicago meeting the N. F. W. A. directors spent nearly an entire day considering applications for membership. It was announced that twelve more companies had been admitted, making a total membership of 621 companies.

The applications of fifteen companies were either turned down or held over pending further inquiry. This action was stated to be an indication of the care being exercised that only responsible firms may be admitted.

The directors who attended the meeting are F. L. Bateman, Chicago, president; William T. Bostwick, New York, second vice-president; S. C. Blackburn, Kansas City, third vice-president; W. Fred Richardson, Richmond, Va., fourth vice-president; Ralph J. Wood, Chicago, secretary; James F. Keenan, Pittsburgh, treasurer; and Charles S. Morris, New York; Martin H. Kennelly, Chicago; Ben S. Hurwitz, Houston; Walter E. Sweeting, Philadelphia; J. H. Troyer, Chicago; William L. Smith, Cincinnati; Grant Wayne, New York; Frank H. Hebard, Chicago, and T. F. Cathcart, Atlanta.

Opposed to Shippers' Chain

It is announced by Ralph J. Wood, secretary, that N. F. W. A. members belonging both to that organization and the American Chain of Shippers "will have to give up their membership in either one or the other," by decision of the N. F. W. A. board of directors.

"One of the main objects of the National Furniture Warehousemen's Association," Mr. Wood states in a letter to members, "is the interchange of business among members and all that goes with it.

"To join the American Chain of Shippers, a firm signs an agreement to the effect that it will confine all shipments to members of that organization and, therefore, its membership in the N. F. W. A. will be valueless.

"Such members of our association who have already joined the American Chain of Shippers will be asked to resign, or forfeit their membership in the N. F. W. A."

It should be stated that neither the National Distributors' Association nor the American Chain of Warehouses is in any way identified with the American Chain of Shippers.

American Warehousemen's Association

Membership Changes

THE election of the Blue Line Storage Co., Des Moines, Iowa, in the American Warehousemen's Association is announced by Charles L. Criss, Pittsburgh, general secretary. Affiliation is with the merchandise and household goods divisions. F. O. Green is president, L. E. Stone is secretary and manager and R. E. Taylor is treasurer.

The E. M. Bond Fireproof Storage Co., Nashville, Tenn., is now a member of both the merchandise and household goods divisions.

The Brockport Cold Storage Co., Brockport, N. Y., which recently joined the cold storage division, has taken affiliation also with the merchandise branch.

The Quackenbush Warehouse Co., already with the household goods division, has become affiliated also with the merchandise branch.

Committees

W. W. Morse, president, Minneapolis, announces the personnel of Division B, rates and regulations, of the railroads and steamships committee as follows:

Chairman, J. Edgar Lee, Chicago; William J. Buchanan, Chicago; W. Lee Cotter, Mansfield, Ohio; Wilson V. Little, Chicago; F. R. Long, St. Louis.

Joseph W. Glenn, Buffalo, household goods divisional vice-president, announces appointment of the following divisional insurance committee:

Chairman, John G. Neeser, New York; F. L. Bateman, Chicago; William I. Ford, Dallas; Walter C. Gilbert, New York; C. J. Neal, Cleveland; C. W. Pimper, Washington, D. C.; Walter C. Reid, New York; C. A. Ullman, Peoria, Ill.; E. L. Wingate, Boston.

Port Inquiry

As chairman of the terminal and pier storage division of the railroads and steamships committee, George S. Lovejoy, Boston, has filed a statement with the Interstate Commerce Commission with regard to the report (published in the February issue of *Distribution & Warehousing*) of Examiner John B. Keeler in the commission's inquiry (I. C. C. Docket No. 12,681) into charges

for wharfage, handling, storage and other accessorial services at South Atlantic and Gulf ports. Mr. Lovejoy's statement reads:

"We desire to support the Examiner's report in so far as he finds that there is discrimination against the private warehouses when in competition with municipal terminals.

"We disagree as to his other findings and request the privilege of arguing the case at the proper time."

Encyclopedia Completed

The Central Bureau Committee met in New York in March and completed its work on the Encyclopedia of Warehousing, bringing to a close labors which have continued for several years.

It was announced by the committee's chairman, T. E. Witters, Baltimore, that the book would be published shortly. The expense of getting it out was virtually underwritten at the Cleveland convention of the A. W. A. last December.

Central New York Warehousemen's Club

Liability Discussed

A PAPER on insurance and the warehouseman's legal liability in event of fire featured the February meeting of the Central New York Warehousemen's Club, held at the Onondaga Hotel in Syracuse on the 10th. The paper was read by William Allis, of the Syracuse firm of Bruns & Allis, and was presented as the result of a Troy fire in which a warehouse and a pool car of canned goods were destroyed. Mr. Allis' talk follows:

"First, we want to establish that property in your custody is a proper subject for insurance, even though it belongs to others. I quote from *May on Insurance*:

"A bailee, though without pecuniary interest or responsibility for safe keeping, may insure and sue in his own name 'for account of whom it may concern,' and the insurance will insure to the owners who may adopt the bailee's act even after a loss. A wharfinger may insure the full value of the goods in his charge without the owner's knowledge and receive the entire proceeds as a trust fund for the said owners. Warehousemen may insure and receive the full value of goods stored with them, the policy covering the goods that were their own, or held by them in trust."

"The trust and commission clause reads as follows:

"His own, or sold but not removed; also on his interest in and on his legal liability for similar property held by him as follows: viz., in trust or on commission, or on joint account with others, or in storage or for repairs."

"A straight fire policy covering the contents of your warehouse, and with the 'trust and commission clause,' as quoted in the foregoing, will protect the property of others in your warehouse.

"This clause seems exceedingly simple and to the point, but there is a joker involved. In the case of the *Utica Canning Co. vs. the Home Insurance Co.*, in the Supreme Court, Appellate Division, the Court held that this clause gave the owner of the merchandise, not named in the policy, the right to make claim directly against the insurance company, and to collect the loss sustained.

"The danger in this case is mainly in the co-insurance clause, because your sound value might be that of the entire contents of your warehouse, though property specifically insured is usually excluded.

"A further drawback is that the owner of the property held in trust might make a claim for an unreasonable amount and thus delay settlement. On the other hand—if the warehouseman agrees upon a settlement that seems fair—the owner of the property might claim and recover, from the warehouseman, more than the insurance company paid.

"If the insured can collect the whole loss, he, in some cases, may, and in others must, hold the excess collection above the warehouse loss for the owner of the property.

"The proper way to cover this feature is to carry separate policies upon property other than your own. You may then settle your own loss and, if necessary, turn the insurance on the property of others over to the owners of such property and let them fight it out.

"I wish to call your attention to certain facts in connection with railroad sidings. If you have such a siding, you, undoubtedly, have a contract that holds the railroad harmless in practically all cases, and also makes you liable for damage to railroad cars. Some years ago, here in Syracuse, we were compelled to allow an assured several thousand dollars for damage by fire to freight cars that the railroad forced them to pay. The 'trust and commission' clause in a contents policy would cover such damage, if policy form is properly worded.

"If you happen to be distributors for any product, you may be interested to know that such goods may be covered by the owners, under what is known as a general cover policy. This is a fire policy written with a maximum limit of insurance at any one location. Usually reports of values in all warehouses or stores are given to the agent once a month, and the premiums are based on such values. Between reporting dates, the owner is covered at any location, new or old, but new locations must be given with following month's statement.

"So much for cases where you desire to protect the interests of your clients.

"If you are concerned more in protecting your own liability in case of a fire that damages property of others in your custody, there is what is known as legal liability coverage. I will read two forms in use on this class of insurance:

LEGAL LIABILITY FORM

(Liability Disclaimed)

\$.....On their legal liability in or for merchandise, baggage and/or freight held in their custody as common carriers, ware-

housemen, wharfingers, forwarders or freighters; also on their interest in all advances or other charges due or to become due upon all merchandise, baggage and/or freight, while contained in.....situate.....

The purpose of this insurance is to indemnify the insured for their legal liability, if any, to the amount they are obliged to pay on the above mentioned property by reason of loss or damage by fire, and it is understood that liability for such loss or damage by fire is and will be disclaimed in bills of lading, shipping receipts and other similar documents.

It is also understood and agreed that all claims against the insured (provided the claim or claims are not in excess of the amount insured) shall be resisted under the direction and control of this company, the cost of such resistance (whether conducted by the insured or this company) to be paid by this company in the proportion that the amount of this policy bears to the total amount of such claim or claims.

In the event of loss hereunder, this company shall be subrogated to all claims upon owners of such property to the extent of payment made to them.

(Attach Lightning and other clauses.)

Note:—Sometimes in place of the words "disclaimed in bills of lading, etc.," the following language is used: "Limited to their legal liability under the Bill of Lading approved by the Interstate Commerce Commission, June 27th, 1908." This disclaimer is not as broad as the one in the form.

LEGAL LIABILITY FORM

(Liability Not Disclaimed)

\$.....On their legal liability in and for merchandise, baggage and/or freight held in their custody as common carriers, warehousemen, wharfingers, forwarders or freighters; also on their interest in all advances or other charges due or to become due upon all merchandise, baggage and/or freight, while contained in.....situate.....

It being mutually understood and agreed that if claim is made against the insured for merchandise, baggage and/or freight held by them as above provided, the insurers shall have the option of either admitting such claim for payment or of resisting it in court, the legal expenses incurred in such resistance to be borne by the Insurance Companies interested in the proportion that the total amount of insurance shall bear to the total amount of such claim or claims.

(Attach Lightning and other clauses.)

"The difference between these two forms is largely a matter of rate.

"If liability is disclaimed in warehouse receipts and various contracts, the rate is one-half the highest contents rate of the risk. If liability is not disclaimed, the rate is the highest contents rate.

"The policy is written without co-insurance and may be extended to cover cars or contents of cars within fifty feet of buildings."

Association Notes

The annual meeting of the Minnesota Warehousemen's Association will be held in Minneapolis on April 20. It will be preceded by a dinner at 6.30 p.m. Officers for the ensuing twelve months will be elected.

The offices of the Warehousemen's Association of the Port of San Francisco have been removed to 216 Pine Street from the Cunard Building, 503 Market Street, it is announced by L. A. Bailey, secretary.

Chester B. Carruth has formally resigned as secretary of the Massachusetts Warehousemen's Association to identify himself with the cost finding and other activities of the Illinois Association of Warehousemen. George S. Lovejoy, Boston, president of the Massachusetts, announces that the secretary of the Bay State organization is now Anson M. Titus, cost finding expert of the Quincy Market Cold Storage & Warehouse Co., and that the offices of the association are now located at 178 Atlantic Avenue, Boston, the address of the Quincy Market company.

Frank J. Summers, secretary of the New Jersey Furniture Warehousemen's Association, announces the election to membership of the Cordts-Pedersen Co., Hoboken, and the Fidelity Storage Warehouse, Atlantic City.

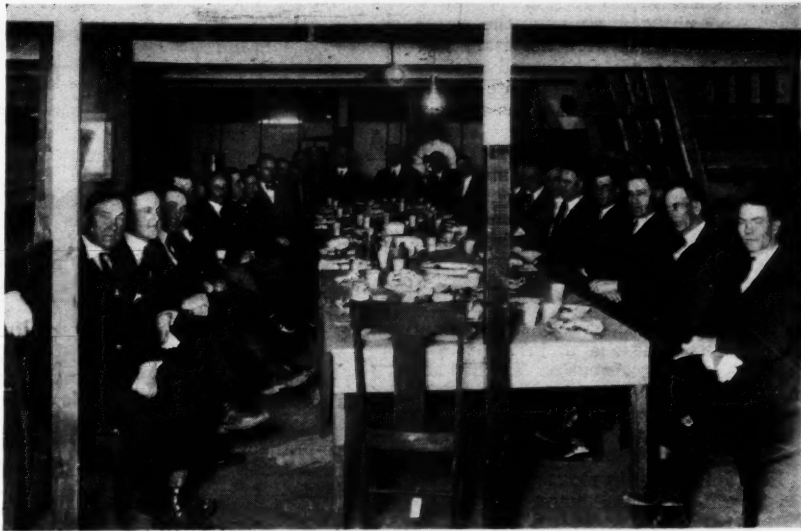
Missouri Warehousemen's Association

Convention Plans

Elaborate arrangements are being made for the annual convention of the Missouri Warehousemen's Association, to be held in Kansas City April 20 and 21. The officers, L. L. Leonard, president, and Julian Gibson, secretary, both of St. Louis, with the executive committee have outlined a general plan of such scope as to suggest more than a State event. Warehousemen of surrounding States are being invited to attend, both to enjoy the benefits of the important program and to offer their suggestions for the enlightenment of the industry.

The Kansas City Warehousemen's Association is handling the details of arrangements, with the particular view of making the event notable for the visitors from other States. Attention is being given to entertainment features, especially for the entertainment of the ladies. Both the ladies whose "men-folks" are members of the State association and the ladies who come with warehousemen from other States will find their time profitably and pleasantly occupied while in Kansas City. A local committee of ladies is arranging the entertainment. The visitors will also have the advantage of the service of a "convention hostess," a young woman in the employ of the Chamber of Commerce, who helps visitors to find the places they

Packing "the Eats" in the Packing Room



The Dallas Warehouse and Transfer Men's Association held its March meeting on the 7th in the packing room of the American Transfer & Storage Co., at 2615-17 Elm Street. Meeting and dinner were attended by twenty-four men representing seventeen companies

want to see, especially helping on shopping expeditions. This hostess is at the command of the visitors during their entire stay in Kansas City, cooperating with the local committee.

One of the big questions to be discussed will be the better methods of handling warehouse stocks, looking toward the improvement of service to industries patronizing the warehouses.

Advertising of the service which warehouse companies can give to manufacturers and distributors and jobbers, will be an important program item.

The topic of "insurance" will be handled from the angle of educating the

house receipts will be discussed; and also the matter of adoption of standard forms generally, promoting the efficiency of warehouse service and the convenience of customers who patronize warehouses in different cities.

D. S. Adams, president of the Kansas City Warehousemen's Association, and the officers and committees, already have their plans well developed, and are eager to welcome a large attendance to participate in the business program and in the entertainment. Kansas City blossoms in April; and the fact that local florists and garden associations are making elaborate preparations for "Garden Week," April 22 to 28, promises an especially attractive environment for the convention. The boulevards and parks are noted, over the world, and visitors will have an opportunity to see them. The warehousing industry has interesting establishments which will add to the business value of the visit.

State Bills Pending

THE members of the Missouri Warehousemen's Association have been called upon by the St. Louis law firm of Leonard, Sibley & McRoberts, the president of which, L. L. Leonard, is president of the association, to rally to the support of House Bills 494 and 495, both of which have been introduced in the Missouri State Legislature for the benefit of warehousemen. Meanwhile Mr. Leonard and O. W. Thomas, Kansas City, chairman of the association's legislative committee, have similarly appealed to the storage executives.

One of the bills is intended to protect the warehousemen in his charges against the claims of the mortgagee. "At present," the law firm's letter points out, "a gross injustice is being done the ware-

"Become educated or become eradicated. The easy conditions of war times have forever passed. Learn your business or leave your business."

—DANIEL P. BRAY

warehouse industry as to methods of prevention of fire and other hazards in warehouses. The objective of this discussion will be the reducing of insurance rates for warehousemen, but more particularly the reduction of insurance rates for customers, so that the cost of warehouse service to the customers will be lowered.

The adoption of standard forms for negotiable and for non-negotiable ware-

houseman who protects goods, in that the mortgagee can come in and take the goods and refuse to pay the warehouseman's charges, although the warehouseman's charges were necessary and essential in the protection and preservation of the goods, and in spite of the fact that the warehouseman was entirely ignorant of the fact that the goods were mortgaged." The letter continues:

"The other bill is equally important. There is such complete antagonism between two sections of the statutes declaring the period of time during which advertisements of a sale of storage for unpaid charges must be published that at present, warehousemen, if they advertise by the short method, as they should do in all common sense and in justice to the best interests of their customers, they are likely to be sued by customers upon the ground that they had not followed the other statute and advertise for a longer period of time."

Both bills were introduced by Senator Roos, who was for many years connected with the Leonard, Sibley & McRoberts law office.

The warehousemen are urged to get in touch with their senators and representatives, either personally or by writing, in support of the two measures.

Subsequent to the sending of the letter quoted in the foregoing, the firm of Leonard, Sibley & McRoberts sent to all Missouri warehousemen the following communication, dated March 10:

"We regret to say that the Committee of the House, to which were referred the warehousing bills (H. B. 494 and 495), reported adversely on both bills. We feel that this was because they did not thoroughly understand the measures. Because of the limited time at this session, and after consulting with Mr. Cole and Mr. Donnell of Associated Industries, who are very familiar with the situation, we have not sought to have these bills re-referred to the House Committee, but instead we have introduced them in the Senate, and hope to have them passed by the Senate and then passed by the House by the expiration of this session of the Legislature.

"These bills in the Senate are known as Senate Bills 411 and 412. They have been referred to the Senate Committee on Municipal Corporations, of which Committee Senator Ernest R. James of St. Joseph is chairman and Senators M. E. Casey and David M. Proctor of Kansas City, Michael Kinney and Wm. F. Depelheur of St. Louis, Willard W. Hamlin of Springfield, and A. L. McCawley of Carthage, are members.

"We know that Mr. Thomas of the A-B-C warehouse in Kansas City, who is chairman of the Committee on Legislation of the Missouri Warehousemen's Association, desires you to forthwith write to these Senators, whether you are personally acquainted with them or not, and address them 'Care the Senate, Jefferson City, Missouri,' and urge them to report these bills favorably and to report them out as soon as possible.

"We urge that you write these letters promptly upon receipt of this letter."

Colorado Transfer & Warehousemen's Assoc.

State Body Formed

ANOTHER trade association enters the ranks of State warehousing organizations. It is the Colorado Transfer and Warehousemen's Association and has forty charter members. Its major purposes are to raise the standards of the industry in public service and to promote the best interests of the members.

At the organization meeting officers were elected as follows:

President, E. A. H. Baker, manager, Kennicott-Patterson Transfer Co., Denver.

Vice-president, W. L. Couey, manager, Williams Transfer & Storage, Trinidad.

Secretary-treasurer, E. G. May, general manager, Pike's Peak Warehousing Co., Colorado Springs.

Directors, in addition to the foregoing, are N. W. Duke, president, Sage Transfer & Storage Co., Pueblo; George E. Turner, president, Turner Moving & Storage Co., Denver, and W. S. Craghead, proprietor Craghead Moving & Storage, Boulder.

Meetings will be held semi-annually.

Michigan Furniture Warehousemen's Association

Membership List

H. H. HARDY, Lansing, secretary of the recently organized Michigan Furniture Warehousemen's Association, announces that the following companies are members:

Ann Arbor—C. E. Godfrey.

Bay City—Riverside Truck & Storage Co.

Cadillac—Cadillac Storage & Transfer Co.

Detroit—Central Storage Co., Detroit Storage Co., G. A. Kloetzel Storage & Cartage Co., Leonard Warehouses, Inc., Riverside Storage & Cartage Co., Roehl Brothers Storage, Wayne Storage, Inc., and Wolverine Storage Co.

Flint—Flint Fireproof Storage Co. and Harry H. Stevens.

Grand Rapids—Radcliffe Storage Co. and Shank Fireproof Storage Co.

Highland Park—Marvin Sprague Storage.

Jackson—Union Truck & Storage Co. Kalamazoo—Kalamazoo Storage & Transfer Co. and National Storage Co.

Lansing—Fireproof Storage & Transfer Co.

Saginaw—Central Warehouse Co., Milne Bros. and Stevens Bros.

New York Furniture Warehousemen's Assoc.

Opposition to Bills

LEGISLATIVE situations took up much of the discussion at the February meeting of the New York Furniture Warehousemen's Association, held on the 19th at the Aldine Club. It was brought out that the directors had met a few weeks earlier to consider the proposed compensation and trade and commerce bills then pending at Albany.

As a result, the aid of warehousemen throughout the State was urged, by letter, in support of opposition to the insurance measure, under which they would be compelled to take out workmen's compensation with the State, eliminating stock companies and mutuals. The trade and commerce bill would create a commission with unlimited powers to investigate, advise, correct and regulate business; letters were sent by the association to State warehousemen enlisting their opposition.

William T. Bostwick, secretary, called attention to a plan by Assemblyman Burchill to introduce a bill specifying the number of months a warehouseman would be compelled to hold goods before selling for storage charges. The legislator had written to Mr. Bostwick that many warehousemen in the State desired such a law. Mr. Bostwick reported he had written to the Assemblyman expressing the association's views and urging that the legislator do nothing without conferring with representatives of the association. This problem was referred to the legislative committee to get in touch with the Warehousemen's Association of the Port of New York.

It was announced by Charles S. Morris, president, that the cost accounting and uniform methods committee had been combined under the name cost finding and uniform methods committee.

As chairman of the finance committee, William A. Meikleham reported that the members had subscribed \$6,625 in connection with the twenty-fifth anniversary convention in January; thus there would be virtually no drain on the treasury.

Secretary Bostwick announced the membership totaled seventy-two with the election of the following companies: John W. Griffiths, Metropolis Storage Warehouse, Palace Storage Warehouse and James W. Reilly Fireproof Storage Warehouse, all of New York City, and Forest Hills Fireproof Storage, Forest Hills.

Committees for 1923 were announced, of which the following are the chairmen:

Arbitration, Charles R. Saul. Cost Finding and Uniform Methods, William R. Wood. Insurance, Ernest H. Milligan. Laws and Legislation, William A. Meikleham. Transportation, Arthur J. Morgan. Entertainment, William T. Bostwick. Cooperation with Van Owners' Association, Grant Wayne. October

Leasing, John G. Neeser. Membership, Walter C. Gilbert. Survey, Charles Milbauer. Hourly Moving, Barret C. Gilbert.

New York State Cold Storage Association

Semi-Annual Convention

THE mid-winter meeting of the New York State Cold Storage Association was held at the Powers Hotel, Rochester, on Feb. 14. With about seventy members and guests attending, luncheon at noon was followed by the opening of the convention by the president, J. R. Shoemaker, vice-president, Hygeia Refrigerating Co., Elmira.

Mr. Shoemaker called the members' attention to the fact that the meeting represented the tenth anniversary of the founding of the association, which was organized on March 7, 1913; and that the souvenir booklet which they had just received gave a history of the association, a statement of its objects and aims, its constitution and by-laws, and a list of officers, committees and members.

The legislative committee chairman, Sanford T. Church, Albion, reported that no State or Federal legislation directly affecting the cold storage industry was pending or in immediate prospect. He called attention to certain bills before the New York Legislature—measures indirectly affecting all employers—and resolutions were adopted opposing the Downing-Campbell bills aiming at exclusive State fund insurance, and the Nugent bill, which would place all classes of industry under the "day-of-rest-in-seven" law.

Mr. Church offered a resolution, which was unanimously adopted, in recognition of the debt which the cold storage industry of the State owes to Floyd M. Shoemaker, president, Hygeia Refrigerating Co., Elmira, who was the organizer and guiding spirit of the organization during its first eight years, when he was president, retiring in 1920 because of pressure of business.

Dwight S. Beckwith, who has been the association's vice-president since it was formed, and who on the occasion of the convention was celebrating his eightieth birthday, was addressed by Mr. Church and by him presented with a gold mounted cane. Mr. Beckwith responded with an address of appreciation.

The date of the annual meeting was set for June 19. It will be held on board a steamer running between Rochester, N. Y., and Coburg, Ont. The boat will be chartered for the day for the exclusive use of the delegates and their guests.

The address of the afternoon was by J. Earle Bacon, secretary, Merchants' Cold Storage & Warehouse Co., Providence, R. I., on "Practical Results from Cost Accounting Work." It was illus-

trated with charts showing facts and figures.

President Shoemaker brought up the question of adoption of a standard form of tariff and a suggested form for the use of the members was distributed. This they were urged to adopt and were requested to interchange the tariffs among one another.

R. G. Phillips, secretary of the International Apple Growers' Association, discussed the apple grading law in its relation to barrels and other packages. Discussion showed that the members considered that this question was one largely for packers and shippers, and accordingly no action was taken.

In the souvenir booklet distributed at the convention it was set forth that the total capacity of the warehouses represented in the association is 56,000,000 cu. ft. and that the approximate valuation of the plants is \$26,000,000. The first figure compares with 9,000,000 cu. ft. at the time the association was organized. At that time there were thirteen members; today there are sixty-nine.

Norfolk Warehousemen's Association

Officers Elected

THE Norfolk Warehousemen's Association held its annual meeting on March 21 and re-elected officers as follows:

President, W. Barham Jones, vice-president Jones & Co., Inc.

Vice-president, Charles O. Haines, president Seaboard Wharf & Warehouse Co.

Secretary and treasurer, Harry M. Thompson, secretary Hampton Roads Maritime Exchange.

It was decided to hold monthly meetings hereafter rather than gatherings called on irregular occasions.

Featuring the annual meeting was discussion of storage by railroads and municipally-operated terminals in their relation to private industry.

The members of the organization pledged themselves to more active participation in its affairs during the coming year in an effort to make the body stronger and to broaden its scope.

Ohio Association of Commercial Haulers

Officers Elected

THE recently elected directors of the Ohio Association of Commercial Haulers, of which a number of the State's warehousemen are members, have elected the following officers:

President, Frank C. Schmidt, president Liberty Highway Co., Toledo.

Vice-president, William E. Hunger, Cleveland.

Secretary, William H. Kutschbach, Kutschbach-McNally Co., Columbus.

Treasurer, E. E. Edwards, president, Edwards Transfer Co., Columbus.

The association is undertaking to block bills pending in the Ohio Legislature. One of these, before the House, would bring all haulage concerns under the Utilities Commission and license them on the basis of truck weights. Another measure, apparently by now defeated, would place warehousemen under the Commission.

Pacific Coast Furniture Warehousemen's Ass'n

Yearly Meeting

WITH storage executives from about fifteen cities in attendance, the annual convention of the Pacific Coast Furniture Warehousemen's Association was held at Santa Barbara, Cal., on Feb. 15, 16 and 17. Officers for the new year were elected as follows:

President, John R. Driver, secretary, Students Transfer & Storage Co., Berkeley.

First vice-president, Judson M. Davis, president, Lyon Fireproof Storage Co., Los Angeles.

Second vice-president, Charles W. Olsen, president, C. M. Olsen Transfer & Storage Co., Portland, Ore.

Third vice-president, W. G. Dickinson, president, Lambert Transfer & Storage Co., Seattle.

Fourth vice-president, W. L. Corbett, Stringer Storage Co., San Francisco.

Fifth vice-president, Homer N. Duffy, president, Santa Barbara Transfer Co., Santa Barbara, Cal.

Sixth vice-president, Ellis Brown, Triangle Transfer & Storage Co., San Diego.

Secretary, Rodney S. Sprigg, operative executive, Premier Fireproof Storage Co., Los Angeles.

Treasurer, Grant Orth, Orth Van & Storage Co., Pasadena, Cal.

The directors elected are the retiring president, E. B. Gould, secretary, Pioneer Warehouse Co., San Diego; F. L. Allen, president, California Fireproof Storage Co., Los Angeles; J. H. Meldrim, president, City Transfer & Storage Co., Long Beach, Cal.; Milo W. Bekins, general manager, Bekins Fireproof Storage, Los Angeles; R. E. Petrie, manager, Miller's Transfer & Storage, Pasadena; Henry N. Burgeson, manager, Wilshire Fireproof Storage Co., Los Angeles, and R. R. Sutton, secretary, Pasadena Transfer & Storage Co.

One of the subjects discussed was the proposal that the association organize a non-profit hauling company to handle both long and short distance business. It was brought out that it was not the intention to fight the haulers having

franchises, but rather to compete with irresponsible price-cutters. The program included:

Report on the National Furniture Warehousemen's Association convention in New York, by R. R. Sutton, Pasadena; service in the warehouse industry, by C. C. Lockett, Electric Transfer & Storage Co., Sacramento; long distance moving, by F. L. Allen; the warehousemen's responsibility, by A. J. Gatter, Birch-Smith Furniture Co., Los Angeles; motor trucks, by W. A. Norris, Bekins Fireproof Storage, Los Angeles; uniform methods, by John R. Driver; advertising, by Milo W. Bekins; storage rates, by Reed J. Bekins, Bekins Fireproof Storage, San Francisco; warehouse construction, by Edward T. Flaherty, architect, Los Angeles; cost finding, by Ray Chain; legislation, by F. L. Allen; packing, estimating and operation of department, Henry M. Burgeson; warehouse receipt, by Judson M. Davis; insurance, compensation, cargo and fire, by Frank R. Palmateer, Fidelity Fireproof Storage, Los Angeles; employer and employee, by Harvey Lyon, Lyon Fireproof Warehouse, Oakland; gasoline and care of motor, by R. R. Melchert, Standard Oil Co.

Northerners Organize

In March President Driver of the Pacific Coast association succeeded in getting the members in the northern territory interested in activities of their own. They were called together on March 7, when thirty-three members met in San Francisco and started on a program for their section.

Herbert Hold of Bekins Fireproof Storage, San Francisco, was elected secretary. H. B. Lyon, secretary, Lyon Fireproof Warehouse, Oakland, was chosen purchasing agent.

It was arranged that monthly meetings would be held on Saturday evening preceding the second Wednesday of each month. The directors of the Coast organization meet in Los Angeles on the second Wednesday, and Saturday was selected for the northerners so that their proceedings could be placed before the directors, if desirable, four days later.

Showing the widespread interest aroused in the northern division, four delegates came from Sacramento, two from San José, two from Stockton, one from Palo Alto, seven from Berkeley, three from Oakland and fourteen from San Francisco.

The second meeting will be held on April 7 in Sacramento, when the subjects of insurance and transportation will feature the discussions, it being the plan to take up topics of timely interest at the coming gatherings. Speakers outside the field of warehousing will attend. At the April meeting it is expected that A. W. Luhrs of the American Railway Association will lecture on packing and shipping of household goods, his talk to be illustrated with lantern slides. Mr. Luhrs made a similar talk at the New York convention of the N. F. W. A. in January.

Texas Warehouse and Transfer Men's Association

Legislative Activities

ADDED interest was attached to the semi-annual convention of the Texas Warehouse and Transfermen's Association through the fact that, with the State Legislature in session, bills inimical to the interests of warehousemen were pending. The meeting was held at the State capital, Austin, on Feb. 15, 16 and 17. The association set out to do two things:

First, to secure amendments to a joint committee bill, which had been reported favorably in both branches of the Legislature, which would make fees on trucks used in the warehouse business excessive.

Second, to change, if possible, the laws governing the Department of Markets and Warehouses so that those warehousemen handling household goods and merchandise would be placed under State control. Subsequent developments proved that the warehousemen, presenting as they did a united front at the very bulwarks of the Legislature, were successful.

It should be explained that Texas is on a deficiency basis and has been for some time. Schools have suffered from a lack of finances, so acutely that short terms have been the rule. Accordingly, every sort of taxation imaginable was sought by the Texas legislators, chief among which was a truck bill which would yield, as originally drafted, approximately \$12,250,000 in 1924 through a graduated tax on motor vehicles traversing the highways of the State.

The work of the warehouse association's legislative committee, W. I. Ford, Dallas, chairman, was strenuous. Late on the evening of Feb. 17 the committee saw vital changes promised in the bill, which had already been amended several times.

Reducing License Fees

This measure, after passing through several legislative stages, finally became known as the Sackett motor license fee bill. As such it was enacted by the Senate, the upper branch of the Texas Legislature, on March 8. In the form as passed, concurrence by the lower house with Senate amendments, would send the bill to the Governor. The law would produce about \$5,800,000 yearly in revenue, to be used in highway construction and maintenance; while this amount is considerably smaller than that originally contemplated, it is nevertheless equivalent to an increase of \$2,500,000 more than the present tax returns for motor vehicle licenses in Texas.

Under the original terms of the bill the yearly license on a 5-ton truck operated by warehousemen would have been \$603. This was amended down to a little more than \$300.

Under the original, the license on a 1-ton truck would have been \$36. This was reduced to \$21.60.

The warehousemen's legislative committee also secured the drafting of a bill whereby warehousemen handling merchandise and household goods would go under State control, as is the case in Minnesota and several other States.

While this measure, if it becomes a law, will not regulate prices, it will nevertheless force the posting of tariffs at the State capital and would tend to stabilize the warehousemen's business, it was pointed out at the convention.

It was anticipated at the convention that this bill would be brought up during the closing session of the Legislature, ending March 14, or at a special session subsequently, late in March or early in April, with the probability that the session might continue on into early May.

An Inimical Law

Alluding to the Sackett motor license fee bill as it stood after its enactment by the upper house on March 8, one of the best posted warehousemen who attended the Austin convention said:

"This measure still is construed by the warehousemen as an unjust and vicious piece of legislation, and needs further amendments to be made workable and possible of smooth operation. One reason is that a heavy penalty on all trucks above two tons is imposed. Another vicious thing about it is that there is a restraint placed on the operation of a truck in that the area in which it is to operate is confined. To illustrate:

"A transfer man in applying for a license to operate a truck above 2-ton capacity does not get a license. He simply gets a permit to operate his vehicle over certain highways of the State, and needs a special permit to operate on other highways. Yet he is required to pay an excessive tax for a limited privilege. Not only are the warehousemen hard hit by this bill, but every other interest using trucks is likewise affected."

Attended by approximately fifty delegates, the convention got under way at the Driskill Hotel at 10 a. m. on Feb. 15, when the meeting was called to order by the president, L. C. Abbott, manager Fort Worth Storage & Warehouse Co., Inc., who introduced M. E. Horner, proprietor Merchants Transfers, Austin. Mr. Horner presented Mayor W. D. Yett of Austin and Carl H. Mueller, vice-president Austin Chamber of Commerce, whose welcoming addresses were responded to by Mr. Abbott. The report of the treasurer, G. K. Weathered, president Weathered Transfer & Storage Co., Waco, showed the treasury to be in a flourishing condition.

Industry's Evolution

The Merchants Fireproof Storage Co., Dallas, represented by D. W. Tackett, secretary, and the Muegge-Jenull Storage Co., San Antonio, represented by Walter Jenull, were elected to membership.

An address was made by W. I. Ford, president of the Dallas Warehouse and Transfer Men's Association and president Interstate Forwarding Co., Dallas.

He traced the evolution of the storage business from the small livery stable to the modern transfer businesses housed in concrete structures. He declared the large manufacturers were beginning to realize the importance of placing their stocks in public warehouses rather than build branch storage plants, the former method eliminating large overhead which eats up profits. Mr. Ford favored a national advertising campaign to attract manufacturers to the advantages of storing stocks in reputable public warehouses.

G. P. Pitnam, president International Warehouse Co., El Paso, invited the delegates to come to his city, which he described as "temptingly close to the center of refreshments," Jaurez, Mex., which "never heard of the 18th amendment and which is famous for the beer that made Milwaukee jealous."

Talks were made also by Temple Harris, vice-president Waco Fireproof Storage Co.; Walter Jenull, San Antonio; D. W. Tackett, Dallas, and Jack Dehane, Jr., Waco.

The delegates were pleased to learn that on the day before the convention opened the Texas Court of Criminal Appeals had handed down a decision favorable to the industry. The court declared unconstitutional the State highway law enacted in 1921. The decision was rendered at Austin in the case of *J. H. Faison v. Texas*. The case had to do with overloading of plaintiff's trucks with gravel. A similar decision was made in the companions case of Ed Wofford, both plaintiffs being of Dallas County. The law was held unconstitutional on the ground that it was "class legislation, having, under its terms, exemption from operation of the statute trucks and tractors used for agricultural purposes." The law regulated the weights of loads hauled on country roads and was intended to avert destruction of costly permanent highways.

Joint Conventions Urged

Both were test cases and were taken to the courts by the Texas Motor Transportation Association, the president of which is a member of the legislative committee of the warehousemen's association—E. D. Balcom, president Dallas Transfer Co. The two gravel-laden trucks were sent out on the highways last April; the two drivers were arrested, fined, and gave bond, after which the cases were appealed. The Texas warehouse and transfer industry had been watching the cases with interest.

The association went on record as favoring a joint convention of the Texas body, the American Warehousemen's Association, the National Furniture Warehousemen's Association and the Central Warehousemen's Club at Galveston in the winter of 1924.

"It is the thought," W. I. Ford, prominent in the activities of all four organizations, explained subsequently, "that the A. W. A. household goods program may be merged with the N. F. W. A. program and thus save about two days' time of the A. W. A. and enable both

conventions to be held within a week.

"It is the plan of the Texas warehousemen that those attending the conventions would buy home seekers' tickets, which is simply a winter tourist ticket to Brownsville, Tex. These tickets provide for stopover privileges, and the delegates would buy stopover privileges at Houston and any other points they might desire.

"At Houston the visitors would take the special interurban cars for Galveston, or ride in automobiles or on one of the numerous steam trains between these points, and arrive in Galveston in time to attend the conventions.

"After the conventions are over they would take a special Pullman train for Brownsville, where all tickets would be validated, if validation is required, and from Brownsville they would cross the Rio Grande into Mexico. After spending a day there the special train would return to Houston.

"The Texas warehousemen are enthusiastic for such a proposition. We believe that the warehousemen in the North and East and the North and West and from California would enjoy the sunny clime of the Rio Grande Valley. They would be able to pick and eat peaches which ripen in January; strawberries are ripe and many other fruits and vegetables are in season."

Before leaving Austin the warehousemen were assured of cooperation in support of a bill which would regulate intercity transportation. Such a measure, it is expected, will be introduced during the extra session of the Legislature.

Van Owners' Association of Greater New York

Election of Officers

AT the recent annual meeting of the Van Owners' Association of Greater New York, an organization with which many household goods warehouse companies are identified, officers and directors were elected as follows:

President, John H. Coughlin, general manager, Lee Brothers, Inc.

First vice-president, John F. Ulrich, president, Carman Fire-Proof Storage Warehouse, Inc.

Second vice-president, Wilbur J. Whelan, Atlantic Storage Warehouse, Brooklyn.

Secretary, Edward J. Sullivan.

Treasurer, William Eisen, L. Fink & Son, Aetna Storage Warehouses, Inc., Brooklyn.

Directors—Charles S. Morris, president, Metropolitan Fireproof Warehouse Co.; Grant Wayne, manager, West End Storage Warehouse; William T. Bostwick, president, Thomas J. Stewart Co.; A. J. Morgan, Morgan & Brother; Otto J. Kraus, Tiffany Fireproof Storage Warehouse; C. J. Fyans, manager, T. J.

O'Reilly Storage Warehouse Co., and William R. Wood, secretary, Liberty Storage & Warehouse Co.

Association Notes

Warehousemen, identified with the Truck Owners' Association of Southern California, organized recently at a meeting in Santa Barbara. Homer N. Duffy, president, Santa Barbara Transfer Co., was elected president. J. R. Lathim of the Lathim Transfer & Storage Co., Santa Barbara, was chosen vice-president. B. N. Hopkins was elected secretary, and W. F. Marquette treasurer.

"We are getting together to establish uniform rates, check cut-throat business methods and cooperate for the benefit of the business," Mr. Lathim said. "It will mean greater service for the public and fair business methods in all competitive work."

The Maryland Warehousemen's Association will meet in Baltimore on April 12 to elect officers for 1923.

The Central Warehousemen's Association of Illinois at its recent annual meeting and banquet, held in Moline, elected as president Clarence A. Ullman, secretary, Federal Warehouse Co., Peoria; as vice-president, A. W. Hillier, Hillier Storage Co., Springfield; as secretary-treasurer, R. G. Fraser, manager, National Warehouse Co., Inc., Peoria.

Invitations for holding the 1923 convention of the National Distributors' Association are being received from various cities, including, thus far, Chicago, St. Louis, Milwaukee, Atlantic City and Asheville, N. C.

The March meeting of the Connecticut Warehousemen's Association was held in New Haven on the 21st. Discussion centered on the plans to compile aggregate records of stocks in storage, vacant space, etc., as outlined in the March issue of *Distribution & Warehousing*, and the plans will be further developed at the April meeting.

Vermont Co. Incorporates

Articles of association have been filed with the Secretary of State of Vermont by the Vermont Warehouse Co., Inc., of White River Junction. The company plans to operate warehouses and to engage in the real estate business. The incorporators are L. A. Perkins and F. H. Perkins of White River Junction, Fred Robinson of Jackson, Mich., and A. N. Hough and E. B. Hough of Lebanon, N. H.

Traffic Department Removes

The Lion Oil & Refining Co., Kansas City, removes its traffic and car accounting departments to its El Dorado, Ark., office on April 1 and all work connected with those departments will be handled hereafter directly from El Dorado.

TRANSPORTATION POLICY ON A NATIONAL BASIS

DEFINITE progress toward the formulation of recommendations representative of American business thought for a national transportation policy is reported by the Chamber of Commerce of the United States, which announces that three of the five special committees assigned to make preliminary studies of the main elements of the problem have been completed and have begun work.

Reports of these five committees will be on the basis on which the work of the Transportation Conference itself, representing in its membership a cross section of American life, will begin. The object of the conference is to bring American genius for business organization to bear on constructive proposals for establishment of a progressive national policy to deal with all transportation systems, whether by rail, highway or waterway, in such manner as to insure adequate means for fostering national growth and development.

The three committees already at work are those on highway and motor transport, railroad consolidations, and coordination of rail and waterway service. The motor transport committee met in New York, March 19, with A. H. Swayne, vice-president of the General Motors Corporation, as chairman; the railway consolidations committee in Washington, March 22, with Carl R. Gray, president of the Union Pacific Railroad, presiding, and the waterways committee in Washington, March 23, with W. L. Clause, chairman of the board of directors, Pittsburgh Plate Glass Company, as chairman. The two committees still to hold their organization meetings are those on "Governmental Relation to Transportation," George A. Post, president, the Geo. A. Post Co., New York, chairman, and "Readjustment of Relative Freight Rate Schedules," Fred Delano, formerly member of the Federal Reserve Board, chairman.

The transportation conference is the outgrowth of suggestions made at a meeting of business men in New York on Jan. 26 at the call of President Julius H. Barnes of the national chamber for consideration of transportation problems. Secretary Hoover of the Department of Commerce attended unofficially. A resolution was adopted requesting Mr. Barnes and the national Chamber to take the initiative in bringing about "a comprehensive study of the whole question of national transportation, participated in by the railways, shipping interests, producers, the motor industry, waterway operators and the public, and with co-operation of governmental representatives."

The plan of forming the sub-committees of the conference before the personnel of the general committee was worked out was adopted in order to expedite the work. The general committee will probably be named after the return of President Barnes of the national Chamber from the Rome meeting of the

International Chamber of Commerce. Arrangements are in the hands of A. B. Barber, manager of the Department of Transportation and Communication of the national Chamber, who states that a progress report will be possible at the time of the eleventh annual meeting of the national Chamber in New York, May 7-10, although it is not expected that final results will be accomplished by that time.

Reports of the special committees will be of an advisory character for the general committee and subject to action by that committee before the Transportation Conference is committed to any plan or statement. While the work of agreeing on statements as to points on which there has already been found to be harmony of opinion among the committee members is in progress, it is not expected these will be published until the general committee has considered and acted upon them.

Novel Exhibit by Glenn Co.

Methods of storing, carting and shipping were illustrated in an exhibit of O. J. Glenn & Son at the "Better Homes" exposition at the Broadway Auditorium, Buffalo, March 19 to 24. The display was attractive and was instructive to the public, which was shown how the expert packer wraps books for shipment, demonstrating the care which is taken to prevent damaging valuable volumes. The method of packing silver in velvet lined boxes, each article separately wrapped in tissue paper, was illustrated. Hanging on the wall of the Glenn booth was a partially wrapped and partially crated large painting. A barrel containing china packed for distance shipping was compared to a crate carrying china for local movement. Various articles of furniture in different stages of packing and crating were displayed.

Linking Advertising

One feature of the exhibit was the giving of an oriental rug to the winner in a drawing contest. Tickets bearing a serial number and a detachable stub were distributed each day of the show. The contestants were asked to sign their names and answer these questions: "Are you going to move?", "Are you going to store?" and "Are you leaving the city?" After depositing the information stub which gave each entrant a chance for drawing the rug, the person was instructed to keep the other part of the ticket for identification in case he should happen to be lucky. And this part of the card carries an advertisement for the O. J. Glenn service.

"Storage" Period Reduced

The Food and Dairy Department of Utah has succeeded in putting through the State Legislature a bill which compels persons and firms selling food products which are more than thirty days old to describe the products as "storage" goods. Heretofore the minimum period has been ninety days.

DISTRIBUTION SERVICE HOLDS ANNUAL MEETING

Distribution Service, Inc., held its first "birthday party" and annual meeting at its headquarters, 123 West Madison Street, Chicago, on March 19 and 20, representatives of nearly all of the member warehouse companies being present.

The officers of the corporation, which is a business-building organization working for a number of warehouse companies in various cities, were given the stamp of approval for the conduct of the business during the initial year, and the indorsement took the form of a decision by the member companies to continue their identification with the corporation during the coming year. It was announced that the Douglas Public Service Corporation, Inc., had joined the organization, effective March 15, as the New Orleans member.

A dinner was held at the Union League Club on the evening of the 19th and addresses were made by A. C. Babize, Chicago, editor and publisher of *Investment News*, and Kent B. Stiles, New York, secretary of the National Distributors' Association. Mr. Babize expressed his opinions on the world's economic situation and on business conditions generally. Mr. Stiles explained how the future work of the National Distributors' Association would benefit the public warehouse industry.

Those who attended the meeting included J. Edgar Lee, president, and Sidney A. Smith, vice-president, Currier-Lee Warehouse Co., Chicago; William J. Hogan, president, Ninth Street Terminal Warehouse Co., Cleveland; Roy Binyon, president, Binyon-O'Keefe Fireproof Storage Co., Fort Worth, Texas; C. C. Daniel, president, and W. A. Sammis, secretary, Central Storage Co., Kansas City; Walter E. Seeley, president, and Gerald Fitzgerald, vice-president, Union Terminal Warehouse Co., Los Angeles; E. H. Bacon, vice-president, Louisville Public Warehouse Co., Louisville, Ky.; P. L. Gerhardt, vice-president, Bush Terminal Co., New York; W. A. Gordon, president, and W. W. Koller, vice-president, Gordon Fireproof Warehouse & Van Co., Omaha; E. V. Sullivan, vice-president, Terminal Warehouse & Transfer Co., Philadelphia; F. R. Long, S. N. Long Warehouse, St. Louis; J. P. Feuling, president, Central Warehouse Co., St. Paul, Minn., and, representing Distribution Service, Inc., W. D. Leet, Chicago, president; H. F. French, Chicago, treasurer; J. D. Collier, Chicago, traffic counsel, and W. J. Evans, New York, eastern representative.

New Mercer Tariff

A new service tariff has been issued by the Mercer Transfer & Storage Co., Burlington, Iowa. It shows a comparison of class rates to all county seats in Iowa, over Burlington and Des Moines, and a comparison of class rates from various eastern points to Burlington and Des Moines, as governed by Official Classification.

WAREHOUSE BOAT LINE IN RECEIVER'S HANDS

THE Safety Steamship Co., a corporation allied with the General Warehousing Co. of Bridgeport, Conn., the former operating freight vessels between Bridgeport and New York City, went into the hands of a receiver on March 13.

D. F. Burrie, who was general manager of the General Warehousing Co. and who is president of the Connecticut Warehousemen's Association, was treasurer and general manager of the Safety Steamship Co.

The petition for a receivership was made by Arthur Wilkes, president of the steamship company and treasurer of the General Warehousing Co.

Mr. Burrie has resigned from both the steamship company and the warehouse firm. The steamship company's receiver, C. W. Buckelew, has been appointed attorney for the General Warehousing Co. and is now in charge of both companies.

Operations of the steamship company have been suspended and its affairs will be wound up, but so far as is known the business of the warehouse company will be continued as usual.

The Bridgeport docks which the Safety Steamship Co. operated have been leased by the Universal Car Loading Co., which is operating steamship service every second day from Bridgeport to New York.

Bison Co. in Bankruptcy

The Bison City Storage & Transfer Co., Buffalo, has filed a voluntary petition in bankruptcy with liabilities of \$84,172 and assets of \$70,491. There are 120 creditors. The company was established in 1916, operates two merchandise warehouses with a total of 20,000 square feet of floor space, and express truck lines to cities in Ohio, Pennsylvania and New York.

H. M. Burgeson Honored

Henry M. Burgeson, manager of the Wilshire Fireproof Storage Co., Los Angeles, has been elected president of the Western Avenue Business Association of that city.

Decision Favors New England

A recent decision by the United States Supreme Court favors New England's railroads and industries. It is to the effect that when two railroads, one within and the other outside of New England, jointly perform a service the New England roads are to receive a larger share, than heretofore, of the joint rate charged than the carriers west of the Hudson River were willing to grant.

The case is one which the New England roads carried to the highest tribunal, based on a plea for more revenue, the plaintiffs contending that the terminal character of their system, together with fuel costs, the *per diem* charge and other handicaps, operated to make it

more expensive in New England to render service than west of the Hudson. Revenue for New England roads is expected to be increased \$7,500,000 annually by the decision.

Buffalo Business Good

J. W. Powell, secretary of the Buffalo Furniture Warehousemen's Association, reports that its members were so busy with early spring business that it was necessary to abandon the usual monthly meeting in March.

Railway vs. Warehouse

D. H. Clark, who heard arguments in the petition of the Rockford & Illinois Railway Co. against the Rockford Storage Warehouses, Rockford, Ill., relative to operation of motor freight truck lines paralleling the interurban routes, has given the litigants thirty days in which to file briefs in support of their arguments.

The railway company contends that the warehouse company must obtain a certificate of convenience and necessity to operate its motor lines.

"Telling the Public"

An advertising and publicity pamphlet of unusual character has been issued by the Metropolitan Storage Warehouse Co., Boston, in the form of a huge map, folded in compact shape, showing the terminal facilities—railroads, steamship lines, piers, and streets, etc.—of Boston. The company utilizes the heavy stock covers to show a picture of its storage plant and to advertise its warehousing association memberships.

Death of Mrs. Sebold

Mrs. Salome Sebold, who with her brother, George Weimar, founded the warehousing firm of Weimar Storage & Trucking Co., Inc., Elizabeth, N. J., died on Feb. 7 in St. Petersburg, Fla. For a number of years she was a "silent partner" in the Weimar company.

Weicker Absorbs Denver Co.

The Denver Storage Co., established in 1906 in Denver, Colo., and having a merchandise and household goods warehouse with 25,000 square feet of floor space, has been purchased by the Weicker Transfer & Storage Co., Denver. A. B. Kessler, who was president of the former firm, is identified with the merchandise branch of the Weicker company.

Warehouse Owners Arrested

Liquor valued at \$10,000,000 and stored by the Pershing Warehouse Corp., Brooklyn, was seized by revenue agents on March 22 a short time before the warehouse owners, Ralph and Charles Sabbatino, brothers, were arrested on a charge of attempting to withdraw liquor on forged permits obtained, it was specifically set forth in the complaint, through bribery.

DUNHAM AND REID FORM COMPANY IN NEW YORK

THE warehousing firm of Dunham & Reid, Inc., has been established in New York City by James Dunham, manager of the household goods department, in New York, of the Trans-Continental Freight Co., and W. L. Reid, warehouse superintendent of the Lincoln Safe Deposit Co., New York.

Mr. Dunham has been with the Trans-Continental Freight Co. for the past five years and is a well known figure at household goods warehouse association conventions. Mr. Reid, formerly with Day & Meyer, Murray & Young, Inc., New York, is a son of Walter C. Reid, vice-president and general manager of the Lincoln company and a past president of the American Warehousemen's Association.

The new firm of Dunham & Reid, Inc., will engage in furniture moving, packing and cartage, and it is their plan eventually to operate a warehouse. The present offices, effective April 2, are at 769 Lexington Avenue, New York City.

Union Terminal to Build

The Union Terminal Warehouse Co., Los Angeles, has let a contract for the construction of a \$450,000 concrete and brick four-story warehouse at 1330 East Seventh Street. The company plans to build also a \$100,000 cotton compress.

Jersey City Co. Formed

The Model Warehouse Co. has been incorporated at Jersey City, N. J., with Lawrence G. Bresler and William D. Bresler, New York City, and Eugene C. Hemming, Jersey City, as incorporators. The capital stock authorized amounts to \$10,000.

Fresno Co. is Sold

The American Transfer & Storage Co., Fresno, Cal., has been sold to Prickett & White. C. J. Smith, retiring owner of the American, was the guest of honor at a farewell dinner given by the San Joaquin Valley Draymen's Association in Fresno on March 9. Russell Uhler of the Valley Van & Storage Co., Fresno, was toastmaster.

Heisig Co. Incorporates

The Heisig Storage Co. of Beaumont, Tex., has incorporated under the name Heisig Storage & Transfer Co., with capital stock of \$20,000. The incorporators are C. T. Heisig, Earl Morrison, manager, and Burt Morrison.

Protest Against Truck Bill

A measure which would place motor trucks under the supervision of the Massachusetts Department of Public Utilities has been virtually abandoned by its proponents. Truck owners from many parts of the State appeared in Boston to oppose the bill.

HEAVY YEAR EXPECTED IN FREIGHT BY RAIL

THE expansion of traffic since the first of the year has been unprecedented, according to officials of the American Railway Association, and this increase, which has held through January, February and March, has been the basis of predictions by railroad men, among them Julius Kruttschnitt, chairman of the executive board of the Southern Pacific, that the year 1923 will roll up a record figure for the amount of freight handled for any one year.

General industry, according to Mr. Kruttschnitt, appears distinctly on the upgrade and, in expectation of the heaviest autumn movement of traffic in the history of the railroad, big companies like the Pennsylvania, New York Central, the Hill roads of the Northwest, Union Pacific, Atchison and Southern Pacific, are steadily booking orders for more equipment, both cars and locomotives.

"There can be no doubt that American industry has shown tremendous gains since the prewar period," said Donald D. Conn of the car service division of the American Railway Association, who recently visited New York on his way from the association's Washington headquarters to the Pacific Coast.

"As a result, new and bigger problems face the railroads today than ever before. The question now is to provide facilities for the distribution of our products, both of factories and of the soil, as production and consumption have both grown to great proportions, and in this respect I am glad to report that the railroads are cooperating with almost perfect harmony in building up a transportation machine of the greatest efficiency.

"Although the railroads have not yet been earning an adequate return, they have been spending millions of dollars in bettering and improving their tracks and equipment. Last year there was spent \$500,000,000 for new equipment, and this year more will be spent. This, for cars and locomotives only. There also remains the problem of constructing new trackage, particularly in the mountainous regions of the West, where double tracking has already been started on certain important single track links of main roads, as, for example, the Atchison and the Southern Pacific.

"As a result it is hoped to have the arteries of traffic cleared for heavy shipments during the autumn months, when the nation's transportation needs are at the peak, and in preparation for this expected rush both carriers and shippers are working together."

On the question of efficient under private management, Mr. Conn said:

"The best measure of performance is represented by car loadings. During the last six months of 1922—in spite of the disarrangement of industry and transportation by the shop and mine strikes—the railroads handled within eight-tenths of 1 per cent of the peak six months' car loading in their history. The car loading since the first of the year exceeds any corresponding period

in our history. Compared with 1914, the railroads during 1922 handled approximately 19.2 per cent more revenue ton-miles with 10.6 per cent less train miles."

New St. Louis Plant

One of the largest and finest cold storage plants west of the Mississippi was opened in March at 1800 Broadway, St. Louis, by the Federal Cold Storage Co., of which Philip DeC. Ball is president. The location is convenient to the city's produce center.

The cold storage space totals 3,570,340 cubic feet and there is an ice storage capacity of 15,000 tons, with an ice manufacturing plant with a capacity of 300 tons daily.

New York Co. Leases a Plant

The Terminal Warehouse Co., New York City, has leased its building known as Warehouse 13, at Twenty-seventh Street and Eleventh Avenue, to a supply company for a long term of years.

LEGAL SERVICE BY MR. KAISER

ON pages 30 and 31 are printed two inquiries submitted by readers of *Distribution & Warehousing* regarding their legal problems. These questions are of general interest to the men of warehousing and are, for that reason, selected for publication from the many which are being received.

Is there any legal question you would like to ask? Send it in. It will be answered at once by mail—and, if of interest to storage executives generally, it will be printed, together with Mr. Kaiser's answer, on the legal pages—for the information and guidance of others.

This service is without charge. Mr. Kaiser is a New York practicing lawyer who makes a special study of warehousing, transportation and automotive affairs.

Smith Line Builds

The Smith Dray Line, Greenville, S. C., is building a three-story and basement brick warehouse on Rhett Street near the Southern Railway, which will provide a private siding. The structure will cost about \$20,000.

Kittredge Heads Cleveland Co.

With George H. Kittredge as president, the National Cold Storage Co. will be operated as the cold storage section of the City Ice & Fuel Co., Cleveland. The latter has taken over the National Ice & Cold Storage Co., of which Mr. Kittredge was secretary and treasurer.

MICHIGAN BILL WOULD AMEND RECEIPTS ACT

AN effort is being made in the Legislature in Michigan to amend the Uniform Warehouse Receipts Act. If enacted, the legislation will require a special notice printed on the warehouseman's receipt in that State and would tend to detract from the uniformity of the Act as it is in force in forty-four of the States. As interpreted by some storage executives, the amendment would place Michigan warehousemen under suspicion when attempt was made to negotiate their receipts for loans.

The bill is understood to have been introduced on behalf of persons claiming to have verbally notified a warehouseman of change of address, the warehouseman selling goods after sending notice of sale to the old address. The text of the Michigan law would be altered to read as follows:

"A warehouseman's lien for a claim which has become due may be satisfied as follows: The warehouseman shall give a written notice to the person on whose account the goods are held and to any other person known by the warehouseman to claim an interest in the goods. Such notice shall be given by delivery in person or by registered letter, addressed to the . . . (place of residence or abode given at the time of the storing of said goods, unless some person claiming an interest in said goods or the person storing the same has given notice of such claim or of a change of residence or abode in writing personally delivered to said warehouseman or forwarded to him by registered letter, and has demanded or received from the warehouseman a written acknowledgment of the receipt of notice, in which case the warehouseman's notice shall be addressed to the place of residence or abode so given) . . . and the warehouseman's notice shall contain," etc.

Missoula Security Now the P. O.

The P. O. Warehouse & Storage Co. has taken over the Security Warehouse & Transfer Co. of Missoula, Mont., a member of the Montana and Minnesota Warehousemen's associations.

The men identified with the new company are Joseph A. Poisson, Joseph H. Oliver and David A. Poisson, the firm's name being based on the initials of their last names. A certificate of partnership has been filed under the revised codes of Montana.

E. T. Taylor Retires

After forty years in the moving business, Elmer T. Taylor has retired as superintendent of packers of the General Warehousing Co., St. Louis. He was noted for his ability in adjusting tissue and excelsior around art treasures, and one of his achievements was the preparation for shipment of many of the most valuable exhibits of the Louisiana Purchase Exposition.

CASUALTY INSURANCE REDUCED ON TRUCKS

SEVERAL millions of dollars in insurance premiums will be saved by the owners of motor trucks and other commercial vehicles throughout the United States, and by the owners of private passenger or pleasure cars in the suburbs of many of the larger cities, as the result of reductions in the rates for public liability, property damage and collision insurance, announced in New York early in March by the National Bureau of Casualty and Surety Underwriters, the rate-making body of the twenty-five principal stock insurance companies. It is estimated that the saving to commercial car owners alone will exceed \$2,000,000 yearly.

The operators of furniture-hauling trucks will share in an additional saving through the reduction of this group to a lower cost classification.

In announcing the new rates, Jesse S. Phillips, general manager of the National Bureau, said the reductions were made because there had been a decrease in the loss cost per car during the last year as compared to the previous year. The reduction in losses is attributed to two things: post-war deflation and the numerous successful public safety campaigns which have been conducted during the last year. A large part of this saving of \$2,000,000 in insurance premiums is, therefore, the commercial car owners' direct reward for their participation in the national campaign for the prevention of automobile accidents which has been sponsored by the stock insurance companies through the National Bureau of Casualty and Surety Underwriters.

The new 1923 Automobile Casualty Manual, which the National Bureau yesterday sent to the agents of stock companies, shows reductions amounting to 10 or 15 per cent in commercial car public liability rates in almost every territory in the United States, with the exception of New York City. The failure to decrease rates in New York City is due to the fact that the accident experience of commercial cars in New York City has shown no improvement.

Although the reduction in rates for commercial vehicles was almost universal, public liability and property damage rates for private passenger or pleasure cars remain unchanged, except for some very minor territorial revisions.

Inasmuch as the stock casualty companies have made it a practice to reduce the rates for automobile accident insurance in the same degree in which automobile accidents and their attendant losses are reduced, the failure to reduce the insurance rates in the 1923 manual indicates that—unlike the motor truck owners—the owners of pleasure cars have made practically no improvement in their accident experience.

The private car owner, however, will share with the motor-truck owner a reduction of approximately 25 per cent in the rates for collision insurance, which is applicable in practically all territories.

Concerning the reduction in collision rates, the statement of the National Bureau of Casualty and Surety Underwriters says:

"This reduction is the logical result of the improvement in the cost of repairs and the cost of parts. Automobiles have been coming down in list prices, and parts have been reduced in corresponding degree. The stock companies are, therefore, able to reduce collision premiums as much as 25 per cent and even more in many of the larger cities."

The most important change affecting the public liability and property damage rates is the restriction of city territories to smaller areas for rate making purposes, particularly for commercial cars. These revisions are made because it has been found that commercial cars in small suburban towns are not subject to as many accident hazards as commercial cars in large cities.

In the revision of territories in the 1923 manual of the National Bureau of Casualty and Surety Underwriters similar reductions in the rates charged by stock casualty companies will be enjoyed by the owners of passenger cars and commercial cars—particularly the latter—in suburbs of the following cities: New York City (including the small towns of upper New Jersey), Chicago, Philadelphia, Pittsburgh, Boston, Cleveland, Columbus, Cincinnati, St. Louis, Kansas City, Milwaukee, Minneapolis, St. Paul, San Francisco, Los Angeles, Seattle, Des Moines, Oklahoma City, Baltimore, Memphis, Louisville, Hartford, New Haven, Providence, Albany, Buffalo, Syracuse and a number of other large cities.

Plans N. Y. Development

As a site for a warehouse development with railroad siding and Hudson River pier facilities, George Backer, Inc., New York City, has purchased from hospital interests the entire city block bounded by Fifty-fourth and Fifty-fifth Streets and Eleventh and Twelfth Avenues, held at \$1,800,000. The series of buildings which the buyer intends to erect, together with the cost of the land, represents an investment of about \$10,000,000, according to published reports. The plot is 204 by 800 ft.

Lightning Co. Builds

The Lightning Delivery Co., a warehouse firm in Phoenix, Ariz., announced plans for a three-story addition to its building at Fourth and Jackson Streets, to cost more than \$30,000. It will be used chiefly for storing household goods, and a packing department will be installed. It is hoped to have the structure in operation early in the summer.

New York Fire

The furniture storage warehouse of Joseph Loria, Inc., in East Twenty-fifth Street, New York City, was damaged by fire on March 2. The loss was estimated at \$10,000.

SHEPHARD INCORPORATES WAREHOUSES IN NEW YORK

SHEPHARD Warehouses, in New York City, were incorporated in March under the name of Shephard Warehouses, Inc. This marks a step forward in the warehouse and distribution business organized in 1919 by George F. Shephard after his discharge from the Army, in which he served as a lieutenant during the World War, when he was assistant port storage officer of the Port of New York.

Under the reorganization, the company being capitalized for \$10,000, Mr. Shephard is president and general manager, and Roy H. Becker is secretary and treasurer. The company has negotiations pending for acquiring an additional warehouse with about 40,000 sq. ft. of floor space, which will give the company 65,000 sq. ft. in all.

Mr. Shephard is a son of the late George H. Shephard, who was for many years identified with the Pioneer Fireproof Storage Warehouses, Brooklyn, and with association activities. The son is a member of the Warehousemen's Association of the Port of New York.

A New "Bay State" Formed by Dunn

The Bay State Transfer & Storage Co. has been organized at Springfield, Mass., with Charles N. Dunn, long president of the old Bay State Storage & Warehouse Co., as one of the incorporators. His associates are John Albert Bebie and Paul P. Stevenson. The new company is capitalized for \$50,000.

Meanwhile the Eastern States Refrigerating Co., which some time ago took over the old Bay State under reorganization plans, has removed its offices to 385 Liberty Street, where the old Bay State plant is located.

Philadelphia Moving Booms

Moving and storage companies in Philadelphia are generally busy, and orders for spring work indicate that 1923 will be one of the best years since the war. Moving, in fact, is becoming more of an all-the-year-around proposition than formerly. Long distance haulers are noting an increased demand for their services, which are now being produced at almost a minimum of cost, because of advanced efficiency in the business, return loads being procurable from almost any city within a fair radius.

State-Owned Sugar Warehouse?

A Louisiana State-owned warehouse for storing sugars is to be asked of the Legislature by Louisiana plants, according to reports current in sugar circles. It would be operated as the State-controlled cotton storage plants are operated at New Orleans and negotiable receipts would be issued which would be good for banking purposes. Proponents of the plan say such a warehouse would save Louisiana's farmers thousands of dollars each year.

WOULD AMEND UNIFORM RECEIPTS ACTS IN N. Y.

AN effort to amend the uniform warehouse receipts Act in ways which would be reactive against the public warehouse industry is being made in the New York State Legislature, a bill having been introduced by J. F. Kiernan, a Brooklyn assemblyman.

A warning to the warehousemen throughout the State has been issued by William T. Bostwick, New York City, as secretary of the New York Furniture Warehousemen's Association. In a letter alluding to the bill, the latter having been referred to the Assembly's general laws committee, Mr. Bostwick presents these two arguments against enactment of the measure:

"1. If it is felt necessary to bond warehouses, and this must be considered seriously before an opinion is given, it certainly should be made an entirely separate Act, and not effect the uniform warehouse receipts Act, which has now been passed in forty-five States of the Union. Strong opposition should be brought against any attempt to destroy the uniformity of legislation in these days.

"2. The bill will shift the burden of proof, in connection with liability for injury, from the customer to the warehouseman. From time immemorial the burden of proof has always been on the depositor, where it should be. Where claims are made, it should be for the claimant to prove the damage, not for the warehouseman to disprove. It is an easy proposition to visualize the effect of such an amendment to the law. Warehousemen can easily realize the position that this amendment would put them in."

The section of the receipts Act which Assemblyman Kiernan would have amended reads at present as follows:

"Obligation of warehouseman to deliver. A warehouseman, in the absence of some lawful excuse provided by this article, is bound to deliver the goods upon a demand made either by the holder of a receipt for the goods or by the depositor, if such demand is accompanied with an offer to satisfy the warehouseman's lien."

The proposed amendment reads as follows:

"Every corporation, firm or person now engaged or who shall hereafter engage in the business of public warehouseman in this State shall be responsible for the surrender and delivery on demand of all goods held in storage, and before continuing in or entering into said business shall give a bond to the people of the State of New York in the penal sum of ten thousand dollars with good and sufficient sureties to be approved by and filed with the Secretary of State for the faithful discharge of the duty of surrendering the property received by it or them to the person depositing the same, upon delivery of the original warehouse receipt, or, in case the warehouse receipt has been negotiated by the person depositing the goods, then to the

holder thereof, a demand for delivery of goods must be accompanied with an offer to satisfy the warehouseman's lien."

In addition to this, there is added to the section:

"A suit to recover on a bond required to be filed under the provision of this Act may be brought by or upon the relation of any party aggrieved, in a court of competent jurisdiction. Any corporation, firm or person entering into and continuing in the business of warehouseman without giving the bond herein required shall be guilty of a misdemeanor."

In Section 107: "Liability for care of goods," as it reads now, they purpose to change to "Liability for injury to goods." "A warehouseman shall be liable for any injury to the goods caused by his failure to exercise such care in regard to them as a reasonably careful owner of similar goods would exercise, but he shall not be liable, in the absence of an agreement to the contrary, for any injury to the goods which could not have been avoided by the exercise of such care, the burden of proof thereof being on the warehouseman."

Mr. Bostwick in his letter urges all New York warehousemen to enter protest against this bill.

TIPS TO SHIPPERS—I

IN an eastern city there is a manufacturer who makes a very high class product which is sold to foundries and smelters. For several years his trade has been growing in the States adjoining that in which his factory is located, and about two years ago he sent a representative into the Middle West.

Orders were easily secured, his prices were right, his product better than the local manufacturers could supply and apparently he had laid the foundation for a profitable business, but he soon found that he could not secure repeat orders.

An investigation showed him that the entire difficulty was due to the fact that customers would not wait for shipments to come a thousand miles by local freight, with all the dangers of delays and breakage.

His first intention was to rent space and open a branch office, but he found the cost prohibitive.

He has now discovered that he can ship to a public warehouse in carload lots and carry a stock from which his trade can be supplied immediately, and greatly to his surprise the saving between the carload rate he now pays and the less than carlot rate which his customers formerly paid more than takes care of all the warehouse expense.—*Sidney A. Smith, vice-president, Currier-Lee Warehouse Co., Chicago.*

GRISWOLD & WALKER COMPLETING 4th UNIT

THE fourth warehouse unit of the expansion program of Griswold & Walker, Inc., Chicago, will be completed about April 15 or May 1, and the company's offices, at present at 1501 South Peoria Street, will be removed to the new building, construction of which was begun on Dec. 15, last. It is expected that the company will at an early date put under way the fifth unit, to go up facing on Halsted Street.

The warehouse nearing completion is located at 1525 Newberry Avenue between the rights-of-way of the Baltimore & Ohio Chicago Terminal Railroad and the Chicago & Northwestern Railroad. Standing on the site of warehouses destroyed by fire about two years ago, it is a six-story structure with an area of 90,000 sq. ft., of heavy mill construction with laminated floors, heated and equipped with an automatic sprinkler. There are two side tracks, one of which is inside the building, and these are served by the B. & O. C. T., Baltimore & Ohio, Chicago Great Western, Pere Marquette, Soo and C. & N. W. Railroads.

The Griswold & Walker company is installing an underground sprinkler system connecting all the warehouses. The system will be served by a central tank and a high-power underwriters' fire-pump. This installation, to be completed about April 15, will effect a reduction of about 25 per cent in insurance rates.

Meanwhile the G. & W. warehouse known as Terminal "A," located at 1501-15 South Peoria Street and containing 100,000 sq. ft., has been leased to the Piggly-Wiggly Stores, Inc., for a period of twenty-five years beginning April 1.

Robinson Plant Ready

The five-story reinforced concrete warehouse of the Robinson Brothers Transfer & Storage Co., Glendale, Cal., was virtually completed in March. It stands at Central and Elk Streets and contains 20,000 sq. ft. of floor space. It will be used for storing household goods and automobiles.

New San Jose Company

The Shaw Warehouse & Forwarding Co., San Jose, Cal., has filed articles of incorporation, capitalized for \$75,000. The directors named for the first year are J. C. Shaw, Minnie A. Shaw, Roy Thrift, Victoria A. Thrift and A. A. Thrift.

Memphis Corp. Expands

The Memphis Terminal Corp., which had intended to handle cotton only, has decided to store and distribute merchandise also, it is announced by W. G. Turner, vice-president. Located in new South Memphis, the company has property totaling 172 acres, of which 100 are under roof. There are yards for holding 500 freight cars. In the warehouses are 2,000,000 ft. of storage space.

AUBIN TERMINALS CORP. TO BUILD IN DETROIT

CONSTRUCTION work is scheduled to begin April 15 on a merchandising warehouse which is designed to provide new facilities for shipping, distributing and storage of freight in and out of Detroit. The building will be erected and managed by the Aubin Terminals Corporation, of which W. H. Aubin is president, and will cost approximately \$5,000,000, including the property lease.

Located on the Detroit River about two miles west of the center of shipping, the warehouse will have docking facilities ample for the largest of lake freighters, and the privileges will be available to all steamship companies. Railroad cars will enter the building on three tracks from the north, and motor trucks will enter on specially constructed overhead driveways.

The building will be eight stories in height and will contain about 75,000 sq. ft. on each floor, the entire space covering between sixteen and seventeen acres. The six upper floors will be given over exclusively to storage. The ground floor will be given over entirely to shipping and receiving, and the second floor will contain the offices of the company, together with display rooms for customers. A large part of the second floor also will be available for general storage.

All floors will be connected by elevators, escalators, chutes and hoists so as to handle freight with the least lost motion. A complete wireless outfit will be maintained and operated from the roof. Cantilever balconies will extend over the docks from the second floor to permit direct loading and unloading of boats from this level. Automobiles will also be loaded from this level, which will be accessible by an outside ramp.

The company purposes to operate a general freight department and complete export and import department, with branch offices in Chicago, Milwaukee, Duluth, Cleveland, Buffalo and New York, and to work in connection with all the large warehousing and distributing centers in the United States and Canada.

Executives of the corporation, in addition to Mr. Aubin, are William H. McCloud, vice-president (formerly director of traffic and assistant to president of Buick Motor Car Co.); David C. King, treasurer; E. J. Goodbold, secretary; Thomas Lowery, superintendent of terminals (formerly in charge United States Army Supply Base and of the Norfolk Warehouse Corporation, Norfolk, Va.), and Dan McFarren, superintendent of motor truck transportation. The present offices of the corporation are at 707 Free Press Building.

New Norfolk Terminal

A syndicate composed of Northern financiers, of whom George W. Norris of Philadelphia is the principal figure, has begun development of a large tract

of waterfront property in Berkley, a section of Norfolk, Va., into a plan similar to that followed by the Bush Terminals, and already work on three units of the plant has begun. The company, which is represented in Norfolk by Colonel M. A. Butler, well known consulting engineer, owns 3000 feet of waterfront, and large areas of land capable of accommodating a development of many millions of dollars.

The contract for bulkheading the property has been let, and will run into approximately \$150,000, while the company has begun plans to lay spur tracks to its plant from the Belt Line railroad which encircles the city. Within the next eight months three units of the terminal group, costing upwards of \$750,000, will be in place. The site of the terminals fronts on the Elizabeth River.

Los Angeles House Planned

Plans are announced in Los Angeles for a \$2,000,000 five story and basement reinforced concrete warehouse for Ray Arnold. The proposed building would have frontage on Alameda, Eighth, McGarry and Ninth Streets.

D. A. MORR PROPERTIES SOLD IN KANSAS CITY

THE household goods warehouse, with 70,000 sq. ft., of the D. A. Morr Transfer & Storage Co., Kansas City, has been purchased by the A-B-C Fireproof Warehouse Co., Kansas City, it is announced by S. C. Blackburn, president of the A-B-C company. For the present it will continue to be operated under the Morr firm's name.

The merchandise warehouse, with 90,000 sq. ft., of the Morr company has been purchased by the United Warehouse Co. of Wichita, Kan., and will be operated under the general management of J. H. Brugh of the Wichita company, with Lee Jones as local manager in Kansas City.

It will be recalled that S. M. Woodson, who was president of the Morr company, virtually retired from warehousing some months ago to identify himself with banking interests in Kansas City.

Minneapolis Plant Planned

The Northwestern Terminal Co., Minneapolis, has obtained a permit to erect a \$20,000 warehouse at 2521 East Hennepin Avenue.

Kindermann Company Building Warehouse with 150,000 Square Feet



Julius Kindermann & Son, Inc., in the Bronx section of New York City, is adding to its already large plant a ten-story fireproof warehouse, which is being constructed on the Grand Boulevard and Concourse. This new structure, which will add 150,000 square feet to the company's storage capacity, will have a Concourse frontage of 50 feet and a depth of 140 feet, with a frontage of 50 feet and a depth of 107 feet facing on East 168th Street.

Building and land together involve an investment of approximately \$150,000 and the warehouse will be completed in the autumn of 1923.

Designed for storage of household goods and personal valuables, the structure will contain upward of 1800 rooms of various sizes; specially constructed mothproof rooms for rugs, carpets and draperies; piano rooms; trunk rooms, and ample floor space for crated goods. An added feature will be a safe deposit section, together with commodious silver vaults.

The Kindermann company now operates three large warehouses—at 1360-2 Webster Avenue, at 170th Street; at 585-7 Wales Avenue, at 150th Street, and at 1349-51 Brook Avenue.

GOVERNMENT ASKS BIDS ON NORFOLK ARMY BASE

DEVELOPMENTS of interest in the Army Base situations, always of interest to the warehouse industry because of the possibility that space may be thrown into competition unfair to public warehousing, are as follows:

At Norfolk the piers, together with nine warehouses, will be disposed of by the War Department under sealed proposals to be received up to April 10.

At Newark the purchase bids recently received by the War Department have been rejected, and new negotiations have been begun.

At Brooklyn the City of New York is objecting to War Department plans to retain the property as a permanent Army Base or to lease any of the property to private firms for moneys which the Government is receiving, but which the city officials assert should go to the city.

In Norfolk

The City of Norfolk has made an offer of \$5,000,000 for the Army Base property there, and the Government is considering this offer as a formal bid pending the opening of sealed proposals after April 10. Should the city's offer be the best, and be accepted, however, there is still doubt as to continued municipal operation on the basis which has prevailed since the war, when the city began taking over the terminals piecemeal under favorable lease.

The Interstate Commerce Commission has now stepped in and on April 11 will hear argument which may determine the fate of municipally operated or owned terminals. The argument will be based on the inquiry instituted by the Commission last year to determine the equity of port practices with respect to rail and municipal storage facilities operated in competition with private warehousemen. That part of Examiner Keeler's report which dealt with the Norfolk situation was disturbing to Norfolk's port officials, and Arthur G. King, port director, has through counsel, Karl Knox Gartner, filed a strong brief of exception.

Norfolk's first exception is to the proposed finding that it is not violate of interstate commerce laws or regulations for carriers to waive profit on their terminal services in order to meet competition and get business. It is noted in the city's brief that its voters authorized an issue of \$5,000,000 in bonds for municipal port terminal facilities, \$4,000,000 of which has already been appropriated, and that the War Department desires to sell to the city the quartermaster terminal at the Army Base which the city has operated for three years. These questions are asked by the city:

How can the city carry such investments, existing and proposed, unless the city can operate them at a profit sufficient to carry the fundamental and overhead costs and also interest on the investment? And how can the city get this necessary return from its terminals if it has to compete with railroad terminals which are allowed to operate at the bare actual cost of the service, without any

allowance for interest or sinking fund requirements?

The city objects to Examiner Keeler's suggestion that "municipalities are generally willing to operate their facilities without profit, or even at a loss, which is recouped through general taxation, in order to build up traffic through the port." Attorney Gartner and Mr. King submit that "the City of Norfolk would not be willing to so operate its terminals even if its organized laws would permit it to do so," and that in any event "the city cannot possibly raise money to develop the port and then have that indebtedness become a charge upon taxation."

The point is made by the city's representatives that as the railroads are admittedly unable to provide the "costly wide piers and expensive equipment necessary to the greatest operating economy" of port terminals, it is obviously to the public interest that municipal terminals should be encouraged to build such facilities.

Norfolk takes exception also to Examiner Keeler's statement that the I. C. C. cannot require Southern railroads to discontinue absorption of terminal charges on competitive traffic without requiring the carriers of Northern ports to do the same, but that the Commission should not broaden the scope of its inquiry to include Northern ports because the need for change of practices has not been shown at the South Atlantic ports. The city takes the stand that there is ample need for investigating the practices at Northern ports and cities instances of alleged discrimination now existing between Norfolk and some of the Northern centers, including Baltimore.

Facilities Inadequate

Another of the examiner's assertions to which the city takes exception is that "existing facilities at the South Atlantic ports and Gulf ports are reasonably adequate to accommodate the commerce which should normally flow through them." The city says it does not recognize the scope of the inquiry to include apportionment of traffic among the ports, and it sees no necessity for the I. C. C. to exercise such powers, even though it may possess them. It says that Norfolk feels itself entitled to more port business and desires to go after it.

When the hearing is held in Washington on April 11 a number of leading Norfolk warehousemen will attend.

It is stated that in the event that the Government rejects the city's \$5,000,000 offer and turns the terminals over to other interests, the city then will go ahead with the construction of terminals of its own, as provided for under the recent \$5,000,000 bond issue.

In Newark

The best offer received by the Government for the Newark Army Base was \$3,000,000, from the City of Newark. Fred Snyder of New Brunswick, N. J., bid \$1,100,000. Neither of these figures being satisfactory, it was announced in

EXAMINER FAVORS PHILADELPHIA IN RATE CASE

PHILADELPHIA'S claim to a differential of two cents a hundred pounds on import and export freight traffic to and from Central Freight Association territory has been upheld in an opinion filed with the Interstate Commerce Commission by Charles F. Gerry, special examiner. Boston trade interests had demanded a so-called equalization of the rates.

Examiner Gerry's opinion, filed after hearings which progressed a year in Washington, Boston and Philadelphia, recommends that the complaint of the New England interests should be dismissed inasmuch as he has been unable, he states, to find that the rates assailed are unreasonable or prejudicial.

Philadelphia, Baltimore, Norfolk and various South Atlantic ports have enjoyed the freight rate differential for years. In 1921 New England interests under the leadership of Boston alleged discrimination by reason of lower rates given to Philadelphia. Railroads entering Philadelphia united with the trade interests of the Pennsylvania city in a fight against New England's action to upset the differential, the Philadelphia interests claiming they were entitled to the lower tariff because being 201.3 miles nearer to twenty-nine points in Central territory than Boston, the Central territory embracing the district west of Buffalo, Pittsburgh and Wheeling, W. Va., to the Mississippi River.

It was claimed by witnesses for Philadelphia that removal of the differential would divert traffic to New York and Montreal and result in losses of millions of dollars to eastern trunk lines.

Headley to Build

Headley's Express & Storage Co., Inc., Chester, Pa., has prepared plans for a \$250,000 warehouse to be erected at Fifth and Upland Streets.

Washington on March 23, new negotiations are under way.

In Brooklyn

Of the 3,000,000 sq. ft., the City of New York owns about 800,000. Under the wartime Lever act the property was turned over to the War Department, largely for food storage. On the basis of \$1.10 a square foot, the Government awarded the city \$858,721.90 for its share of the property used, but the city claims the amount should be \$2 a square foot.

Meanwhile inquiry by the city has developed that the Government has been leasing some of the city's property to private firms and collecting large sums of money which the city claims should be turned over to the city and not be retained by the Government. The city wants the property back, while it is understood that Quartermaster-General Hart of the United States Army has recommended the establishing of a complete Army Base with equipment suitable for an entire division.

K. C. WAREHOUSEMEN AID ADVERTISING CAMPAIGN

KANSAS CITY'S warehousemen have lined up behind the Better Business Bureau of Kansas City Advertising Club with financial as well as moral support. The annual week's work of raising the fund for the bureau's budget was done March 12 to 16, the budget being increased this year from \$8,000 to \$17,000. About 50 per cent increase in the number of firms contributing resulted from the campaign. There had been some support from warehousemen previously, but this campaign brought in virtually 100 per cent of this industry.

The warehousemen gave their cooperation primarily because the elimination of misleading advertising, and the increasing of the public's confidence in advertising, helps to make business better and pleasanter for customers of warehouses. The benefit is to the merchandise at "both ends"—the manufacturer meets cleaner competition in national distribution with national advertising made more effective; and the retailer in the small town of the territory finds that the public is less likely to show resistance to purchase.

The merchandise warehousemen secure a secondary service, in that their own advertising for business is made the more "pulling" in proportion as all advertising becomes more effective. Thirdly, they are glad to support a work that will help legitimate business to expand. And fourth, the Bureau offers convenient and "disinterested" agency for investigating and eliminating any misleading or demoralizing advertising which might purposely or inadvertently appear about distribution and merchandise or household goods warehousing.

Future of Air-Freight

Experiments in freight hauling by airplane which have been conducted by the Army air service were said in an official statement issued in Washington on March 21 to "furnish ample evidence as to what the Army air service is doing with reference to freighting its own supplies in military planes, which are not built for freight carrying."

An illustration of hauling freight over long distances at a cost less than would have been incurred had the movement been by rail was contained in the statement.

"Some months ago, when the air service troops at Ellington Field, Houston, Tex., were transferred to Selfridge Field in Michigan, a distance of 1,600 miles," it said, "practically all of the personnel traveled to their new station by airplane. The entire cost of the journey by air was estimated at \$6,448 less than it would have cost the Government had the movement been by railroad.

"It also was shown that the Middletown, Pa., air intermediate depot had moved 12,000 lb. of freight by air from that point to various other air service stations. These shipments consisted of

spare parts for airplanes and engines, clothing and miscellaneous stores.

"Very often, whenever it is found necessary to transfer officers and enlisted men from one station to another, some of them as far apart as 800 miles or more," the statement added, "the airplane furnishes an economical and rapid means of transportation."

While the United States has not yet developed transportation for freight by commercial airplane agencies to the point reached in England, France and The Netherlands, the statement said, "it would seem that, using commercial planes of suitable types, the transportation of freight via the aerial route represents unlimited commercial possibilities."

"Fireproof" Is Now "Security"

Another "Security" comes into the warehousing field. It is announced by the Cincinnati company which has heretofore been known as the Fireproof Storage Co. that the name Security Storage Co. has been adopted "in order to distinguish ourselves from the other warehouses in Cincinnati having fireproof buildings and to more particularly individualize our own plant." There is no change in directorate, management or transfer of any stock. Edward Worthington continues as president and William L. Smith, a director of the National Furniture Warehousemen's Association, continues as manager. The company stores household goods.

Rucker Company Expands

Plans to erect eight additional storage compartments to the plant of the Rucker Bonded Warehouse Corp., Greensboro, N. C., are announced by the company's president, Pierce C. Rucker. Construction will be begun about May 1, and the project will cost approximately \$160,000.

The new unit will be of reinforced concrete and will be equipped with automatic sprinklers and other anti-hazard devices against fire. The addition will provide for the company a total of ten acres of floor space, representing an investment of about \$350,000, and aggregate facilities for loading and unloading eighteen cars at a time.

While hitherto the company has handled largely cotton, plans have now been worked out for storing carload shipments and distributing them for manufacturers.

Manhattan Expands

The Manhattan Storage & Warehouse Co., New York City, has again enlarged its holdings at Seventh Avenue between West Fifty-second and Fifty-third Streets by purchasing a three-story garage, 25 by 100.5 ft. With this acquisition the company now controls a site fronting 200.1 ft. on the east side of Seventh Avenue, 300 feet on West Fifty-second and 191.8 ft. on West Fifty-third.

UTAH GOVERNOR VETOES WAREHOUSE BOND BILL

GOVERNOR MABEY of Utah has vetoed the bill which the recent Legislature passed to compel public warehousemen to file bonds with the Secretary of State in order to obtain licenses to operate. This is the first measure which the Governor has turned back since assuming office two years ago, and he did it on the grounds that the act would bring the State into fields not contemplated by the Legislature. He said in explanation:

"The definition of the word 'warehouseman' is too broad. Furthermore, there are no exceptions or limitations placed upon it by the bill. Because of this fact I feel sure it would be construed to include very many persons, firms and corporations which were really not intended to come within the purview of the measure, such as banks, garages and ordinary small cold storage houses. To require all such establishments to come under the provisions of the act would undoubtedly work a great hardship upon them, and I believe that it was not the intent of the author of the bill that they should, but the language would expressly include them.

"I feel sure that the real object of the bill is meritorious and had the term 'warehouseman' been restricted so as to include only those institutions commonly thought of and spoken of as 'warehouses,' it would have met with my approval. Taking everything into consideration, however, and, believing as I do, the construction that could and would be placed upon it would work a greater hardship upon more people than it would benefit, I am constrained to withhold my signature."

Easter Co. is Building

The Kent H. Easter Warehouse Co., Inc., Houston, Texas, recently incorporated under the name of the Kent H. Easter Warehouse & Forwarding Co. and increased its capital stock from \$100,000 to \$200,000. Construction, now under way, of a temporary additional warehouse will give the company another 15,000 sq. ft. of floor space. Eventually \$250,000 will be spent on building a warehouse which will provide 100,000 sq. ft., the new building to be two stories high. The addition now under way is on the Houston Belt & Terminal tracks and will be equipped with a sprinkler system.

Austin Trade Catalog

The Austin Company, engineers and builders, Cleveland, has issued an eight-page booklet, which may be had on request, showing a comparison of the relative advantages of multi-story and single story buildings. In this booklet, called "Multi-Story or Single Story—Which?", the construction costs of the two types are compared, and general factors which influence the ultimate cost of a factory building are discussed. Charts and graphs illustrate the pages.

CONSTRUCTION, REMOVALS, PURCHASES AND CHANGES

Imperial Warehouse Co., Los Angeles, is having a 2-story brick storage structure erected at 2514 East Fourteenth Street. The building will have a frontage of 99 feet and a depth of 140 feet.

Baltimore Storage & Warehouse Co., Baltimore, will erect a 6-story building at Charles and Twenty-sixth Streets. The plant will be 50 by 89 feet and will cost \$60,000.

Tulsa Storage & Transfer Co., Tulsa, Okla., has sold building and lot at 8 N. Cheyenne Street to Herbert D. Mason, A. W. Roth and W. F. Stahl for \$75,000. The new owners plan to build an addition for which leases to small jobbers are being negotiated.

Weathered Transfer & Storage Co., Waco, Tex., has added a warehouse with 50,000 square feet of floor space. The new space gives the company a total of 120,000 square feet and a 10-car frontage of wharfage.

American Stores Co., Philadelphia, is laying the foundation of a \$1,000,000 warehouse at Thirty-first and Master Streets.

Canadian Fish & Cold Storage Co., Ltd., Prince Rupert, British Columbia, has installed new ice tank and machinery costing about \$25,000.

Standard Storage Warehouse, New York City, has sold its 5-story building at Broadway and Fifty-third Street.

Lincoln Fireproof Storage Co., Cleveland, is planning to erect a 7-story and basement brick, steel and concrete warehouse to cost about \$225,000.

National Ice & Cold Storage Co., Santa Rosa, Cal., is having plans prepared for a \$100,000 cold storage plant.

Consumers' Brewing Co., Watertown, N. Y., plans to convert its plant into a cold storage warehouse at a cost of \$50,000.

Southern Texas Cold Storage & Warehouse Co., Houston, expects to start construction, in April, of an 8-story and basement brick, concrete and steel cold storage warehouse and ice plant to cost about \$1,000,000.

Pacific Steamship Co. is planning construction of a Seattle shipping terminal to include warehouses, three 1100-foot piers and office building in Puget Sound at an expenditure of approximately \$3,000,000.

Union Storage Co., Erie, Pa., has let a contract for the erection of an 8-story and basement concrete and brick warehouse, 80 by 100 feet.

Boston Wharf Co., Boston, is planning erection of a 5-story brick and reinforced concrete warehouse, 50 by 155 feet, on Summer Street near Avenue A, to cost about \$400,000.

Bekins Moving & Storage Co., Seattle, has completed a branch warehouse with 37,500 square feet of floor space at Sandy Boulevard and 16th Street, Portland, Ore.

National Cold Storage Co., Inc., New York City, has removed to 19 Hudson Street from 100 Hudson Street.

Commodore Point Terminal Co., Jacksonville, Fla., has completed and occupies a new steel warehouse containing approximately 30,000 square feet of floor space.

Albany Terminal Warehouse Co., Albany, N. Y., has applied to the Public Service Commission for the right to construct a switch track on Tivoli Street for the purpose of connecting the New York Central and Delaware & Hudson tracks.

Tower's Warehouses, Inc., New York City, is the newly incorporated name of Tower's Stores, Inc.

Los Angeles Transfer Co., Los Angeles, Cal., expects to complete within six months a 2-story warehouse and office building on Crocker Street between Third and Fourth Streets. The building will be 300 by 100 feet and designed to carry an addition, and will cost about \$200,000.

Allen Brothers, Los Angeles, will construct a central storage warehouse, 40 by 60 feet, together with office building, service building, repair shop and truck shed, on Alameda Street near Sixteenth Street. The warehouse will be of steel construction and will be served by a Southern Pacific spur track.

Griswold & Walker, Inc., Chicago, has leased to the Piggly-Wiggly Stores, Inc., the seven-story warehouse and switch track at 1501-15 South Peoria Street for twenty-five years at a reported rental of \$32,000 annually. The company also leased adjoining garage for \$138,000 for the twenty-five years.

Terminal Warehousing Co., Ltd., Montreal, Canada, has taken over, under a lease, the warehouses of the Montreal Warehousing Co. at 234 Wellington Street, containing about 170,000 sq. ft. of floor space.

Columbia Storage Warehouses, New York City, has increased its capitalization from \$60,000 to \$100,000.

Washington Park Fireproof Warehouses, Chicago, have been sold to C. E. Fox of the J. J. Carroll Co. for approximately \$165,000.

Woodworth's Storage & Transfer, South Bend, Ind., has completed a three-story warehouse with 135,000 sq. ft. of floor space, at 211 South Joseph Street, at a cost of about \$100,000.

Wilmington Marine Terminal, Wilmington, Del., which is nearing completion, plans to operate a warehouse bureau with J. Huber Denn as chief.

West Frankfort Transfer & Storage Co., West Frankfort, Ill., has begun operation, specializing in storing, moving and packing household goods.

Pacific Coast to New Bedford

When the largest steamship which ever docked at New Bedford, Mass., entered that port recently, it brought 1000 tons of copper and 2250 bales of cotton, consigned to southern New England industries through the New Bedford Storage Warehouse Co. It was the first of a series of such voyages from Pacific Coast ports by way of the Panama Canal.

NEW INCORPORATIONS WITHIN THE INDUSTRY

A. A. Storage & Transfer Co., Indianapolis. Capital, \$10,000. Directors, John D. Johnson, Floyd C. Emerson and George W. Moran.

United States Warehouse Corp., New York City. Six hundred shares common stock, no par value; active capital, \$10,000. Incorporators, H. Garon, H. M. Wise and J. H. O'Connell.

Growers' Warehousing Corp., Mayfield, Ky. Capitalization, \$400,000. Incorporators, Markham Ligon, Henry Stubblefield, W. J. Slaughter and R. A. Roberts.

Astor Warehouse, New York City. Capitalization, \$5,000. Incorporators, I. Siegeltuch, H. G. Kraft and G. Kearney.

Huntington Storage & Warehouse Co., Huntington, Ind. Capital, \$10,000. Directors, Edwin B. Ayres, John R. Imley, E. T. Pelton and Harry Dungan.

Metropolitan Warehousing Co., Philadelphia. To engage in cold storage. Capitalization, \$100,000.

Bedell Trucking Co., Norwalk, Ohio. Capital, \$5,000. Incorporators, W. W. Franklin, George P. Huth, A. O. Thomas, Virgil Boyle and C. A. Stoll.

Muegge-Jenull Warehouse Co., San Antonio, Tex. Capital stock, \$70,000. Incorporators, August Muegge, Julius A. Muegge and Walter Junell.

Fargo Warehouse Co., Fargo, N. D. Directors, Louis F. Wheeler, Percy E. Wheeler and Paul D. Elliot.

Wilmington Warehousing Co., Wilmington, Del. To engage in warehousing, packing and removals. Capitalization, \$250,000. Incorporators, William C. Blatz, Frederick J. Blatz and A. G. Walsh.

Patapsco Warehouse Co., Ellicott City, Md. To carry on storing and warehousing. Capital stock, \$1,000. Incorporator, Harold Tschudi.

Trinity Storage Warehouse Co., Dallas, Tex. Capital stock, \$20,000. Incorporators, C. E. Hunt, G. L. Shumucker and J. W. Wilson.

Shephard Warehouse, New York City. Capitalization, \$10,000. Incorporators, George F. Shephard, R. H. Becker and T. Wells.

Bath Warehouse Co., New York City. Capital, \$10,000.

Boulevard Storage & Transfer Co., Queens Borough, New York City. Capital, \$15,000.

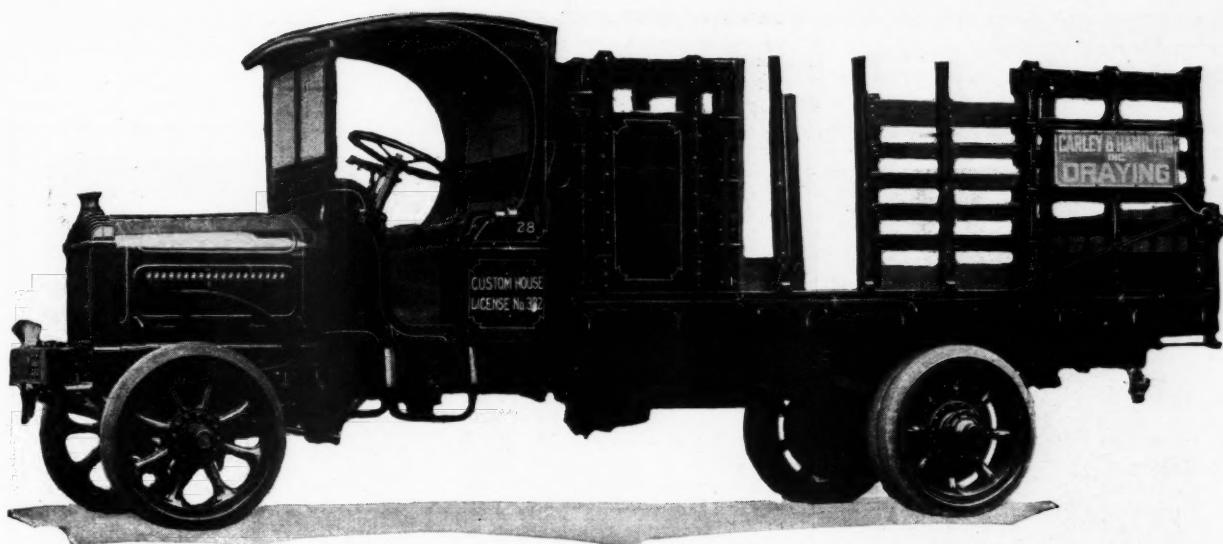
Inland Storage Warehouse Co., Chicago. To conduct storage, moving and packing business. Capital, \$10,000.

Fulton Warehouse Association, Fulton, Mo. Capital, \$20,000.

Baer Fireproof Warehouse Co., Chicago. To engage in storing, shipping, transferring, etc. Capital, \$5,000.

Main Central Holding Co., Buffalo. To operate storage warehouses. Capital, \$200,000.

The Charlotte Bonded Warehouse Co., Charlotte, N. C., has received a permit to erect a one-story building, 100 by 200 ft., to cost \$20,000, for storing cotton.



Wonderful Service on the Hills of San Francisco

This three and a half ton Garford, owned by Carley & Hamilton, of San Francisco, has completed a year's steady running in and around the Golden Gate City.

Trucking in San Francisco, because of the hilly country, is a field of service to challenge the stamina and dependability of any truck.

Carley & Hamilton state that this continuous year's service has been accomplished at an expense of \$50.09—less than a dollar a week for repairs. They consider it highly satisfactory—so much so that they have ordered another Garford of the same capacity.

Garfords are uniformly successful

because they are sold properly. The job to be done is studied by Garford engineers—and the proper recommendation, both as to capacity and body equipment, is then made.

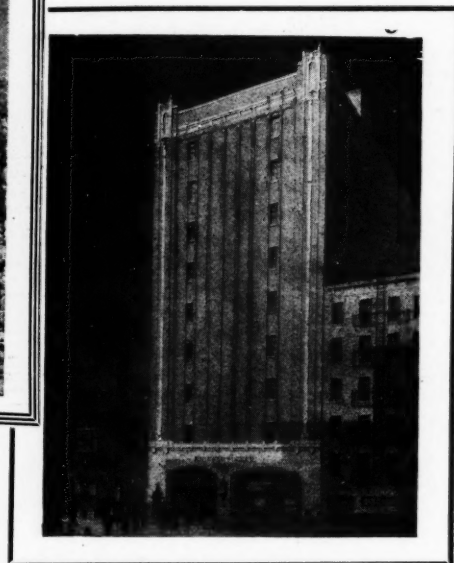
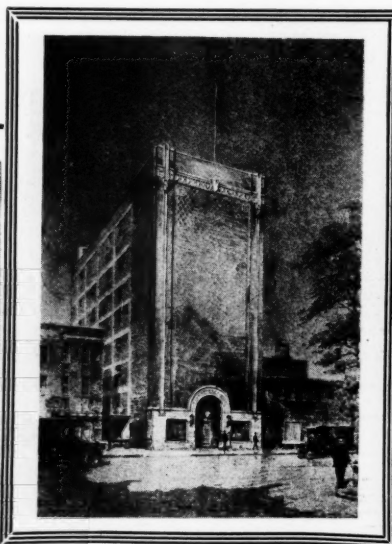
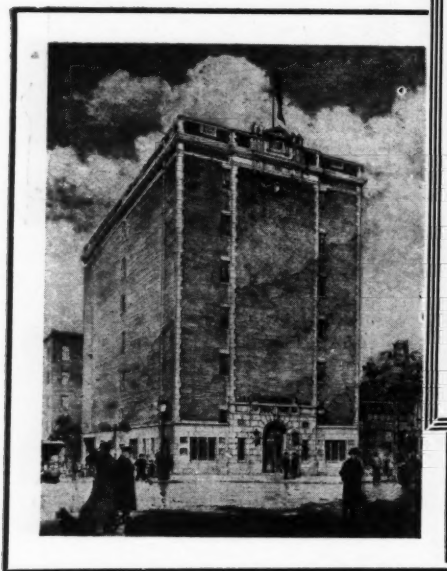
Years of this sort of work naturally have created a rich experience. This experience is available to you in solving whatever hauling problems confront you. Write us and let us place this information at your disposal. No obligation of course—just one phase of Garford service.

The Garford Motor Truck Company, Lima, Ohio

Manufacturers of 1, 1½, 2½, 4, 5 and 7½ Ton Truck

GARFORD

DEPENDABLE TRANSPORTATION



**Moores & Dun-
ford Service**

insures a building of artistic design, which will draw to you new business—a building that means greater security—a building with the greatest possible amount of total square foot area available for storage—and profit.

We can assist you to determine the proper location for your warehouse—the type of building best suited to your particular needs—and how to avoid the “bugaboo” of waste space. Storage revenue income is controlled by available storage space. Storage space originates with the plans of your building—the interior design.

Our years of experience in specialized warehouse building—our years of accomplishment place us in a position to design warehouses that give from 70% to 75% total square foot area available for storage space—and profit.

Consider this against incorrectly laid out warehouses where, in some cases,

the total space available for storage runs as low as 50% and you will readily see what our service means to our clients.

We Charge No Fee for Consultation and Advice.

Our representatives, situated at various points throughout the country, are available at all times. Whatever your problems may be—let us place one of our representatives at your service.

We aim to convince you—first—that our specialized service insures you against loss. This service—extremely valuable to you because we have done nothing but design warehouses for the past twenty years—is yours for the asking.



MOORES & DUNFORD

1117 Canadian
Pacific Bldg.
New York

744 First National
Bank Building,
Chicago, Ill.

There is no job too large—we do not consider any too small. Our representatives are at your service.

Write — wire — telephone — or call upon us. You are assured of maximum efficiency at minimum cost.

Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

The Proper Consignee Maintains Your Contact With Your Customer

EVERY manufacturer tries to make his product the best of its kind in every way. It represents the result of years of hard work and continual study. Yet all his efforts avail the manufacturer nothing unless his customers receive their consignments in proper condition and in a prompt manner.

The forwarder of household goods has likewise studied his problems in handling, packing and crating so that shipments can be forwarded with safety and economy. Yet careless storing or delivery of a consignment can undo all his efforts.

For the satisfactory completion of the work of both the merchandise and household goods shipper, Shipper's Index is an invaluable supplement. In it are found the announcements of nearly 500 warehousemen who are skilled, experienced and reliable. They are prepared to execute your orders and to complete your undertakings in your own way.

Let them start where you stop, and through them maintain personal contact with your customer.

*The Warehouseman who advertises
his ability to serve is deserving of
the Shipper's first consideration.*

CONVENTION CALENDAR

April 12	Maryland Warehousemen's Association	Baltimore
April 20	Minnesota Warehousemen's Association	Minneapolis
April 20	Missouri Warehousemen's Association	Kansas City
June 19	New York State Cold Storage Association	Rochester, N. Y., and Coburg, Ont.
June 25-27	National Team and Motor Truck Owners' Association	Milwaukee
July 8-11	National Furniture Warehousemen's Association	Mackinac Island, Mich.
July	Central Warehousemen's Club	(To be decided)
Sept. 20	Connecticut Warehousemen's Association	New Haven
December	American Chain of Warehouses	(To be decided)
December	American Warehousemen's Association	(To be decided)
December	Canadian Storage & Transfermen's Association	Montreal
December	Illinois Association of Warehousemen	Chicago
December	National Distributors' Association	(To be decided)
January	New York Furniture Warehousemen's Association	New York City
February	Pennsylvania Furniture Warehousemen's Association	Philadelphia
February	Maryland Furniture Warehousemen's Association	Baltimore
February	New Jersey Furniture Warehousemen's Association	Newark
February	Kansas City Warehousemen's Association	Kansas City

BIRMINGHAM, ALA.

Established 1895

Charlie's Transfer Co., Inc.

DISTRIBUTING STORING HAULING PACKING

2100-2111 Avenue E, Birmingham, Ala.

BIRMINGHAM, ALA.*"The World Moves—So Does Goodman"***GOODMAN TRANSFER
AND
WAREHOUSE COMPANY**MODERN STORAGE WAREHOUSES
70,000 sq. ft. Floor SpaceDistributors and Forwarders
Moving—Packing—Storage
Motor Equipment—Rigging

We Use King Steel Shipping Cases for Household Goods.

BIRMINGHAM, ALA.**BIRMINGHAM, ALA.****HARRIS TRANSFER
AND WAREHOUSE COMPANY**

(Equipped to Handle Anything)

MODERN FIREPROOF WAREHOUSE

Special Attention Given to Packing and Shipping

When shipping to Birmingham, consign goods to Harris
—he will look after your interests, also those
of your customer

Offices: CHAMBER OF COMMERCE BLDG.

BIRMINGHAM, ALA.**Hess-Strickland Transfer
& Storage Co.**General Merchandise, Furniture
and Household Goods Storage

Distribution of Pool Cars Given Special Attention—Motor Trucks in Addition to Wagon Equipment—Track Connections with All Railroads.

The Men Who Distribute

California Peaches & FigsRead DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index**BIRMINGHAM, ALA.****WARRANT
WAREHOUSE
COMPANY**

Established 1905

**BIRMINGHAM** and **MOBILE****Fireproof Sprinklered Warehouses**

Sidetracks connecting with All Railroads

DISTRIBUTION — STORAGE LOANS

Operates Its Own Trucks and Teams

LOWEST INSURANCE RATES IN THE SOUTH**MOBILE, ALA.****Acme Transfer and Storage Co.**

209-211 N. Royal St.

DistributionTransfer
Pool Cars**"Service"**Forwarding
Storage**Household Goods****Mobile, Ala.****MONTGOMERY, ALA.***"Service That Satisfies"***Moeller Transfer & Storage Company**

105 WATER STREET, MONTGOMERY, ALA.

Storage, Forwarding and Distributing

MONTGOMERY, ALA.**STANFORD:**

Packers—Movers—Shippers

POOL CARS GIVEN SPECIAL ATTENTION

Convenient Warehouses—Motor Trucks

STANFORD TRANSFER & WAREHOUSE CO.
Montgomery, Alabama**NOGALES, ARIZONA****The West Coast Warehouse Co., Inc.**

Nogales, Arizona

The Key to the West Coast of Mexico

For Manufacturers, Packers, &c.

Reference: First Nat'l Bank. Assets over \$50,000.00 Siding S. P.

TUCSON, ARIZONA**Tucson Warehouse & Transfer Co.****POOL CAR DISTRIBUTORS****FIREPROOF STORAGE**

26 North Scott St.

Tucson, Arizona

TEXARKANA, ARK.

HUNTER TRANSFER CO.

TEXARKANA, ARK.
ESTABLISHED 1882

DISTRIBUTORS OF
POOL CARS
STORAGE
TRUCKING
MOVING

EL CENTRO, CAL.
IMPERIAL VALLEY

PIONEER TRUCK and TRANSFER CO.



Warehouse:
S. E. Cor. 3rd & State Sts.
Office: 114 N. 5th St.

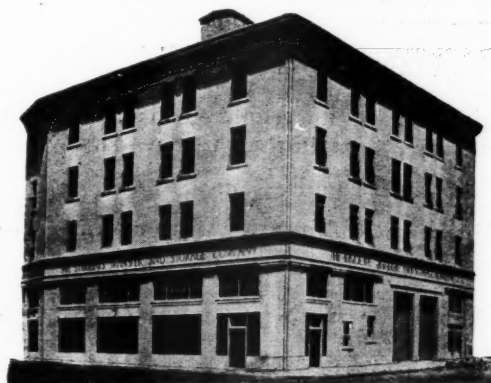
Only Reinforced
Concrete Warehouse
for Storage and
Carload Distributing
Throughout
the Whole Imperial
Valley.

Daily Truck Service
to All Valley Towns.
Our Stock in Trade,
SERVICE.

BERKELEY, CAL.

**STUDENTS
Transfer & Storage Co.**

"ALWAYS MOVING"



The Leading Fireproof storage place in
Berkeley

We give daily service to Oakland,
Alameda, Piedmont, Emeryville
and San Francisco

STUDENTS
TORAGE
SERVICE

FRESNO, CAL.

BEKINS

VAN AND STORAGE CO.

Distributors of Pool Car Shipments

PRIVATE, SPUR

**California Shipments Promptly
Handled**

FRESNO 1248 Van Ness Ave. SAN FRANCISCO 13th and Mission OAKLAND 22nd and San Pablo
LOS ANGELES, 1335 South Figueroa St.

FRESNO, CAL.



FIRE-PROOF
LOW INSURANCE

**STATE CENTER WARE-
HOUSE & COLD
STORAGE COMPANY**

General Merchandise storing and
distributing.
Packing, Crating and Shipping of
Household Goods.

FRESNO, CAL.

Valley Van & Storage Co., Inc.

Private Spur

Distributors of Pool Cars of
Household Goods, Machinery and Merchandise
Office: 842 Broadway, Fresno, Calif.

FORT SMITH, ARK.



O.K. TRANSFER & STORAGE CO.

FORT SMITH, ARK.

Storing—Shipping—Moving

POOL-CAR DISTRIBUTING A SPECIALTY

HOLLYWOOD, CAL.

LOCATED IN THE CENTER OF
RESIDENTIAL LOS ANGELES

Hollywood Storage Company, Inc.

"FIREPROOF"

Car Distribution Private siding P. E. RR.
We have Los Angeles terminal rates
Consign to Hollywood via U. P. or S. P. RR.
1666 N. Highland Ave., Hollywood, Calif.

The Men Who Distribute
Armour Cereals

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

The Men Who Distribute
Illinois Seeds

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

LONG BEACH, CAL.

LONG BEACH OFFICE:
144 Pacific Ave.LOS ANGELES OFFICE:
426 Alameda St.HOUSEHOLD GOODS
Removals, Storage, Packing, ForwardingMERCHANDISE
Warehousing, DistributingMEMBER { California Warehousemen's Association
Pacific Coast Furniture Warehousemen's Association
National Furniture Warehousemen's Association

We offer the very best of service in Local or Interurban trucking, and we operate two warehouses for either Household Goods or Merchandise, located on the Southern Pacific and Pacific Electric Railroads.

We solicit your valued shipments, which will receive our prompt and careful attention, and we assure you of immediate returns on any collections you may have.

LOCAL AND INTERURBAN "MOTOR TRUCK SERVICE"

LONG BEACH, CAL.

Long Beach
Transfer & Warehouse Co.

Incorporated 1907

Household Goods Our Specialty

Removals, Storage, Packing, Forwarding and
Distributing

Private Siding—Union Pacific Railroad

MEMBER { National Furniture Warehousemen's Association.
Pacific Coast Furniture Warehousemen's AssociationWe send our check promptly on receipt
of bill of lading for your charges.

Only Fireproof Warehouse in Long Beach

LOS ANGELES, CAL.

BEKINS
Fire Proof Storage

Distributors of Pool Car Shipments

PRIVATE SPUR

California Shipments Promptly
HandledFRESNO SAN FRANCISCO OAKLAND
1248 Van Ness Ave. 13th and Mission 22nd and San Pablo
LOS ANGELES, 1335 South Figueroa St.

LOS ANGELES, CAL.



CALIFORNIA TRUCK CO.

INCORPORATED 1884

Pool Carload Distributors

Handling goods destined to points in
SOUTHERN CALIFORNIA and ARIZONA
and toTRANS-PACIFIC PORTS
322-324 EAST THIRD STREET

LOS ANGELES, CAL.

FIDELITY

FIREPROOF STORAGE

Washington & Arapahoe Sts.
Los Angeles, Calif.Prompt and Efficient Service
Pool Car Distribution Solicited

MEMBER

National Furn. Warehousemen's Assn.
Pac. Coast Furn. Warehousemen's Assn.

Frank Robert Palmateer, Prop.

LOS ANGELES, CAL.

LOCATED IN THE CENTER OF
RESIDENTIAL LOS ANGELES.

Hollywood Storage Company, Inc.

"FIREPROOF"

Car Distribution

Private siding P. E. RR.

We have Los Angeles terminal rates
Consign to Hollywood via U. P. or S. P. RR.

1666 N. Highland Ave.

Hollywood, Calif.

LOS ANGELES, CAL.

FIFTY THOUSAND

shipments of household goods have been
consigned to us in the past ten years.

There must be a Reason.

Give us a trial and we will guarantee satisfaction.

LOS ANGELES WAREHOUSE CO.

O. B. FULLER, Mgr.

M. E. TURNER, Asst. Mgr.

LOS ANGELES, CAL.

WE SOLICIT YOUR
SHIPMENTS AND POOL CAR
DISTRIBUTION
PRUDENTIAL
STORAGE AND MOVING CO.
LOS ANGELES
OFFICE

941 W. 16th St.

SAN DIEGO
OFFICE

962 Second St.

THREE WAREHOUSES—PRIVATE R.R. SIDINGS

Members Pacific Coast Furniture Warehousemen's Association
National Furniture Warehousemen's Association

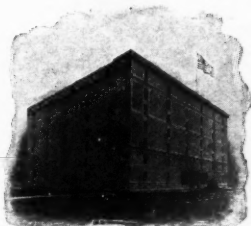
The Men Who Distribute

Cudahy Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

LOS ANGELES, CAL.

Superior Service



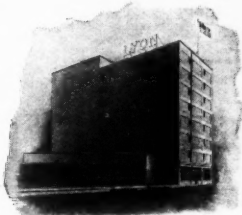
Two huge, modern, fireproof warehouses, long experience and unusually competent corps of men offer you paramount service.

Immediate service when Bill of Lading is received.

Collections handled promptly.

Reasonable Rates.

Private Spur Track.




Lyon Fireproof Storage Co.
1950 SO. VERMONT AVE. LOS ANGELES

LOS ANGELES, CAL.

Shattuck & Nimmo Warehouse Co.

Commercial and Household Furniture Storage

WE SPECIALIZE IN DISTRIBUTION OF CARLOAD SHIPMENTS

Ample Private Trackage at Plant and Equipment for Prompt and Efficient Service.

MEMBERS

American Chain of Warehouses
American Warehousemen's Association
California Warehousemen's Association
National Furniture Warehousemen's Association
Pacific Coast Furniture Warehousemen's Association
Local Rotary Club and Chamber of Commerce.

LOS ANGELES, CAL.



Warehouse No. 9

Traffic Managers and National Distributors

We will forward when requested, Cartage Tariff, Less Carload rates from Los Angeles, Pool Car Distribution rates, Booklet describing our warehouse service.

Insurance rate 18c per \$100.00 per year.



Warehouse No. 1

Union Terminal Warehouse Company

LOS ANGELES, CAL.

WEST COAST WAREHOUSE CO. OF LOS ANGELES MERCHANDISE STORAGE DISTRIBUTION

Ample Trackage
Efficient Service
Central Location

Address—
Sixth and Utah Sts.
LOS ANGELES

E. Jordan Brookes, Owner and Manager.



SAN FRANCISCO, CAL.

BEKINS

Fire Proof Storage

Distributors of Pool Car Shipments

PRIVATE SPUR

California Shipments Promptly Handled

FRESNO 1248 Van Ness Ave. SAN FRANCISCO 13th and Mission OAKLAND 22nd and San Pablo
LOS ANGELES, 1335 South Figueroa St.

OAKLAND, CAL.

BEKINS

Fire Proof Storage

Distributors of Pool Car Shipments

PRIVATE SPUR

California Shipments Promptly Handled

FRESNO 1248 Van Ness Ave. SAN FRANCISCO 13th and Mission OAKLAND 22nd and San Pablo
LOS ANGELES, 1335 South Figueroa St.

SAN FRANCISCO, CAL.

Consign to

THE HASLETT WAREHOUSE CO. 60 California St., San Francisco

Pioneer in the Warehouse and Distribution
Business.

Operating in the Logical Distribution Center of
the Pacific Slope with
Complete Warehouse and Drayage Facilities.
Low Insurance Rates.

S. M. HASLETT
President

P. E. HASLETT
Secretary

OAKLAND, CAL.

LAWRENCE

WAREHOUSE COMPANY



AL. T. GIBSON, Pres.

SAN DIEGO, CAL.

WE SOLICIT YOUR
SHIPMENTS AND POOL CAR
DISTRIBUTION

PRUDENTIAL

STORAGE AND MOVING CO.

LOS ANGELES
OFFICE
941 W. 16th ST.

SAN DIEGO
OFFICE
962 Second St.

THREE WAREHOUSES—PRIVATE R.R. SIDINGS
Members Pacific Coast Furniture Warehousemen's Ass'n.
National Furniture Warehousemen's Ass'n.

SAN FRANCISCO, CAL.

LAWRENCE

WAREHOUSE COMPANY



AL. T. GIBSON, Pres.

SAN FRANCISCO, CAL.



Distribute Thru San Francisco

Giving your customers the advantage of prompt
delivery from local stock.

Our modern fireproof storage warehouses hav-
ing spur track connections to all railroads are
located in the wholesale district, convenient to
docks and railroads for reshipping. Our auto-
mobile truck delivery service insures prompt
and efficient delivery of your merchandise.

We furnish whatever clerical service you de-
sire.

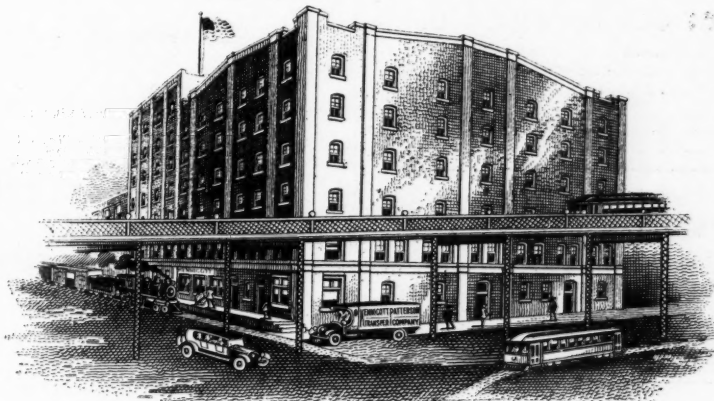
Let us handle your San Francisco shipments.

SAN FRANCISCO WAREHOUSE CO.

625 Third Street, San Francisco, California

DENVER, COL.

Free
Switching
From and to All
Roads
Entering
Denver



Members
C W C
A W A
N F W A

To Sell West—Store West

Nowadays, when every sale is the outcome of a lively scrap with several competitors, it's wise to get the goods onto the customer's shelves before he cools off.

Back up your salesman on the Colorado, Utah, New Mexico and Wyoming territories with a plentiful stock in our warehouse. We can reach practically any point in those states twenty-four hours after receiving instructions.

In Denver, our fleet of 42 vehicles cuts delivery time to two hours.

Our platforms accommodate twenty cars at once. We are in the heart of the jobbing district, and only three blocks from the farthest freight station. Office accommodations for brokers. Household goods stored. Every other service a warehouse can render.

The Kennicott-Patterson Transfer Company

1700—16th Street

Half block from Union Station

Denver

Colorado

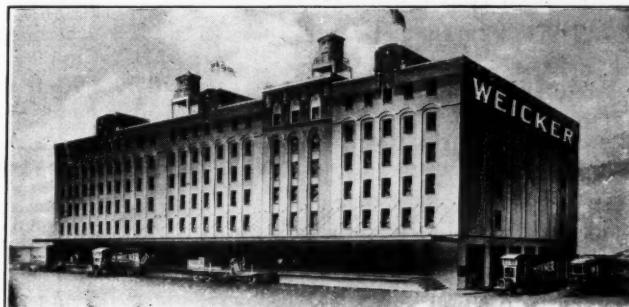
DENVER, COL.

When You Need SERVICE in Denver and vicinity

we are the distribution and warehousing specialists who can serve you best

Our vast experience as receivers, forwarders and distributors has fitted us to handle your every requirement in the most satisfactory way.

Our spacious warehouses located within a short haul of all local freight depots, the wholesale and retail district, and connected by track with every railroad entering Denver, is at your disposal—comprehensive service and full protection at extremely low rates.



We are thoroughly equipped to distribute
General Merchandise,
Heavy Machinery, Household Goods.



Write our traffic expert for full information on all your shipping problems in this territory. He will be glad to help you—we will be glad to serve you.

THE WEICKER TRANSFER & STORAGE COMPANY

1700 Fifteenth Street

Denver Colorado

TRINIDAD, COL.

Pople Transfer & Storage Co.

General Hauling
Moving, Packing and Storing of
Furniture and Pianos

748 West Main Street

BRIDGEPORT, CONN.

THE BRIDGEPORT STORAGE WAREHOUSE CO.

No. 10 Whiting Street

Merchandise and Household Goods
Warehousing and Distribution
Private siding—Free switching
Low Insurance—Prompt Service

BRIDGEPORT, CONN.

Frank E. Ballard, President D. F. Burrie, General Manager

THE GENERAL WAREHOUSING CO.

BRIDGEPORT, CONN.

New York, Pier 52½ N. River

A modern fireproof warehouse with direct rail and wharf facilities.

A complete distribution service throughout Southern New England to consumer's door.

A fleet of trucks in Southern New England.

A steamship line between New York and Bridgeport.

A fleet of trucks in the metropolitan district.

Pool Car Distribution.

HARTFORD, CONN.

FURNITURE STORAGE

SEND US YOUR SHIPMENTS

Crating, Packing Pianos, Furniture and China
Our Specialty

BARTLETT BROS.

212 Asylum St., Hartford, Conn.

The Men Who Distribute

Shredded Wheat

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

HARTFORD, CONN.

Established 1850

Incorporated 1908

Ship Freight in Care of The Bill Brothers Company

**GENERAL TRANSFER AND
FORWARDING AGENTS**

46 Ann Street, Hartford, Conn.

Superior Facilities for the Moving of Machinery, Safes, Furniture, Pianos, Etc. Household Effects of Every Description Properly Packed for Storage or Shipment

STORAGE WAREHOUSES

With Separate Apartments for Household Goods and Private Railroad Siding for Carload Shipments

HARTFORD, CONN.

Tel. Connection Office: 335 Trumbull St.

Safety Vaults for Silverware

GEORGE E. DEWEY & CO.

JOSEPH M. FELCHAT Proprietor

Local and Long Distance

FURNITURE AND PIANO MOVING

Packing, Crating and Shipping of
PIANOS, FURNITURES, CHINA

Only Fireproof Storage Warehouse in Hartford

HARTFORD, CONN.

Est. 1892

HARRIS EXPRESS

Tel. 2-2611

I. PASTERNAK, Prop.

89 MORGAN STREET, HARTFORD, CONN.

Moving, Hauling and General Trucking

We specialize in loading, unloading and reconsigning
of carload shipments.

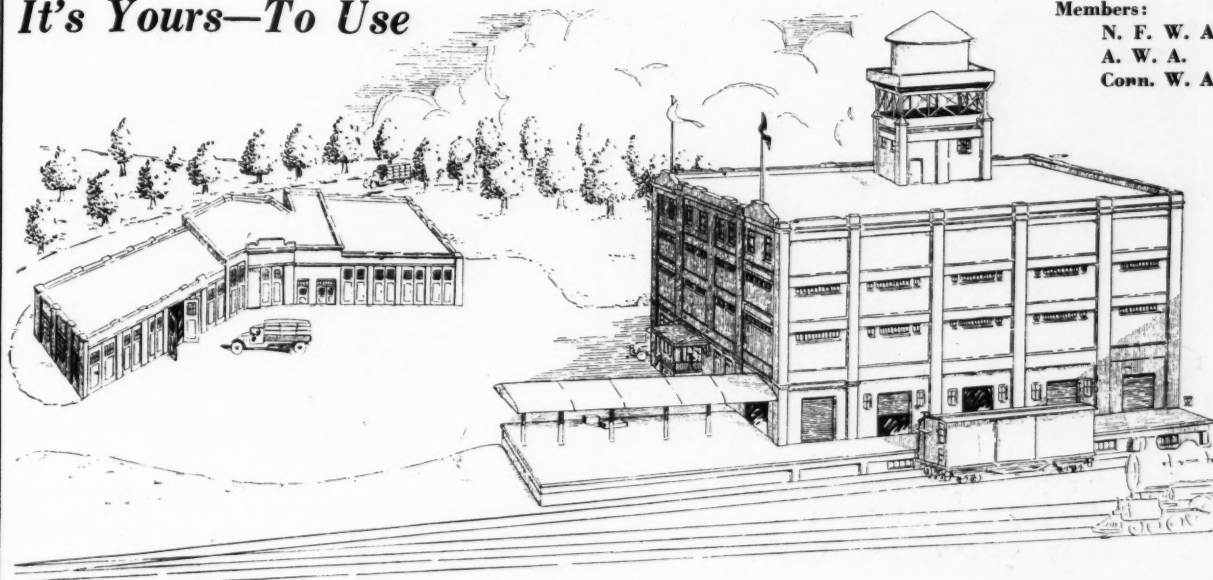
Pick Your Consignee

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

It is also worth your while
to earn their reciprocity.

HARTFORD, CONN.

It's Yours—To Use



Members:
N. F. W. A.
A. W. A.
Conn. W. A.

Hartford Despatch & Trucking Co., Inc.

Hartford, Conn.

Movers — Forwarders — Warehousemen

NEW HAVEN, CONN.

THE SMEDLEY CO.

165-181 Brewery St.

**FIREPROOF STORAGE WAREHOUSE
ALL PRIVATE ROOMS**

*Packing, Shipping, Storage of Household Goods Exclusively.
Trucking of All Kinds and Capacities.*

WATERBURY, CONN.

Waterbury Storage Company

John Moriarty, Inc., Prop.
Est. 1877

127 East Main St.

Elevators Fireproof Buildings Cap. 562 Rooms
Members N. F. W. A.

NEW LONDON, CONN.

B. B. Gardner Storage Co., Inc.

18 BLACKHALL STREET

**PIANO AND FURNITURE PACKER, MOVER
AND SHIPPER**

Safe Mover—Freight and Baggage Transfer—STORAGE

WASHINGTON, D. C.

Metropolitan Warehouse Company

50 Florida Ave., N. E.

*Designed, constructed and operated for the economical
handling of high grade merchandise and household effects.
Storage and distribution. One block from B & O RR yards.
Centrally located. Motor Truck Service.*

The Men Who Distribute

Wrigley's Chewing Gum

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

WATERBURY, CONN.

The Ralph N. Blakeslee Company

Est. 1859

Storage { Furniture Trucking { Local and
 { Merchandise { Long Distance

Large Padded VANS for Furniture Moving

Members N. F. W. A.

WASHINGTON, D. C.

**Fireproof
Construction
Service-
Promotion**

Regular Long Distance
Hauling
Baltimore to New York
and
Way Points-Services

Smith Transfer & Storage Co.

1313 You Street, Washington, D. C.
MEMBERS N. F. W. A.



WASHINGTON, D. C.



When in need of Merchandise Warehouse Service of any kind in

WASHINGTON, D. C.

Call on Us

The Terminal Storage Co.

of District of Columbia

First and L Streets, N. E.

B & O Sidings to Warehouses

JACKSONVILLE, FLA.

UNION TERMINAL WAREHOUSE COMPANY

EAST UNION and IONIA STREETS

55 Rental Compartments

Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system. Low Insurance Rate. Sub-Post Office and branch Western Union Telegraph. Joint Railroad Agent. L.C.L. freight loaded direct for line of road.

GENERAL MERCHANDISE STORAGE AND FORWARDING

Special attention to handling of pool cars.

LAKELAND, FLA.

YARNALL TRANSFER & STORAGE COMPANY

Located in the center of the railroad and hard road district of South Florida.

If you are interested in making a 24 hour quicker delivery to your customers than you are now doing, write us.

Moving

Packing

Storing

Distributing

MIAMI, FLA.

The John E. Withers Transfer & Storage Co., Inc.

will give your shipments careful attention. Fireproof Warehouse. Facilities for distribution of pool cars. Moving, packing, shipping and storing Household Goods and merchandise.

Private Trackage

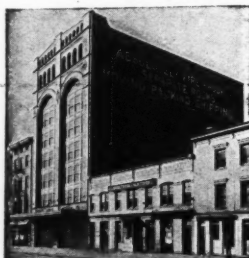
Motor Equipment

1000-12 N. E. First Ave., Miami, Fla.

WASHINGTON, D. C.

UNITED STATES STORAGE CO.

418-420 TENTH STREET, N. W.



Distributors of Pool Cars

MEMBERS:

National Furniture Warehousemen's Association

Efficient and Courteous Service

Modern Fireproof Warehouse

We send our check immediately upon receipt of bill of lading, for your charges.

Member: American Warehousemen's Assn.

PENSACOLA, FLA.

Ferriss Warehouse & Storage Co.

HARRY P. FERRISS, PRES.

Receiving and Warehousing of General Merchandise in carloads or less than carloads.

Merchandise stocks carried and records kept for out-of-town concerns.

Cor. Chase & Alcinez Streets

PENSACOLA, FLA.

PENSACOLA, FLA.

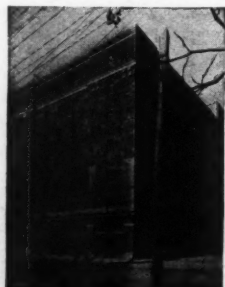
Storage—Distribution—Forwarding

Merchandise Only

Prompt Service—Accurate Accounting

THE M. F. GONZALEZ COMPANY

JACKSONVILLE, FLA.



Member National Furniture Warehousemen's Association

Delcher Bros. Storage Co.

459-61-63-65 Riverside Avenue

FIREPROOF WAREHOUSE

Low Insurance Rate.

We Move, Pack, Store and Ship Household Goods

Distributing Pool-Car a Specialty

FLORIDA'S LARGEST

Shippers of Automobiles for Tourists

THE advertiser

Who gets cold feet now

Will be cold all over

Two years from now.

—The Credit Monthly

ATLANTA, GA.



HOUSEHOLD GOODS EXCLUSIVELY
THE MOST **MODERN WAREHOUSE** IN THE SOUTH

ATLANTA, GA.

MORROW

Transfer & Storage Company
HOUSEHOLD GOODS and COMMERCIAL
STORAGE

Distributors—R.R. Trackage—Carloads a Specialty
Main Office: 177-79 Marietta St. Warehouses: 68-80 Means St.

ATLANTA, GA.

NATIONAL Bonded Warehouse

Atlanta's Newest and Largest Warehouse

STORAGE and DISTRIBUTION

Liberal Cash Advances Made on Storage

"Bonded for Your Protection"

The Men Who Distribute

Excelsior Stoves

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

ATLANTA, GA.

SECURITY WAREHOUSE COMPANY

ATLANTA, GEORGIA

STORAGE



DISTRIBUTION

MERCHANDISE ONLY

ATLANTA, GA.

JOHN J. WOODSIDE STORAGE CO., Inc.

Established 1891

Office: 239-241 Edgewood Avenue, Atlanta, Georgia

STORAGE—MOVING—PACKING—SHIPPING

HOUSEHOLD GOODS AND PIANOS EXCLUSIVELY

Our Three Warehouses Are Convenient to All Freight Depots



We will give your customer the right kind of service at this end and your interests will be well protected

POCATELLO, IDAHO

Garrett Transfer & Storage Co., Inc.

Storage, Distributing, of Merchandise.

Pool Cars a Specialty.

Write for Rates

Pocatello, Idaho

AUGUSTA, GA.

JAS. H. HOLLINGSWORTH

Established 1900

**THE HOLLINGSWORTH WAREHOUSES
STORAGE, DISTRIBUTION AND FORWARDING
MERCHANDISE ONLY**

We are in a position to render quick and efficient service. Located in the heart of the wholesale district and most convenient to all freight depots.

Private siding connecting with all railroads.

556 & 558 Walker Street

602 to 616 Sixth Street

SAVANNAH, GA.

Savannah Bonded Warehouse and Transfer Co.

General Storage—Re-Consigning

Distributing—Forwarding

Prompt and Efficient Service

Exceptional Facilities

Custom House Brokers

Track Connections with all Railroads and Steamship Docks

Members American Chain of Warehouses
Members American Warehousemen's Association

R. B. YOUNG, President

302-316 Williamson Street Savannah, Ga.
P. O. Box 985

SAVANNAH, GA.

Savannah Distributing Company

MERCHANDISE STORAGE

TRACKAGE FACILITIES TO PLATFORMS

FIRE-PROOF STORAGE

Insurance Rate 60c per Hundred

Special Attention To Pool Cars

Low Storage and Handling Rates

ADJACENT TO WHOLESALE DISTRICT.

CONVENIENT TO ALL S. S. TERMINALS.

CAIRO, ILL.

Cairo Storage and Forwarding Company

CAIRO, ILLINOIS & MOUNDS, ILLINOIS

Incorporated—Bonded—Licensed

COAST TO COAST SERVICE BY WATER OR RAIL
SHIP US YOUR POOL CARS FOR DISTRIBUTION
ALL RATES BREAK ON CAIRO

CAIRO, ILL.

Glynn's**TRANSFER and FIREPROOF STORAGE**

MOVING—PACKING—SHIPPING—STORING

DISTRIBUTING POOL CARS

Private Siding—Trucking Service—Member N.F.W.A.

The Only Storage Firm in the City Who Own Their Fireproof Building

BOISE, IDAHO

PEASLEY**TRANSFER & STORAGE COMPANY**

STORAGE, TRANSFER AND FORWARDING

NINTH AND GROVE STREETS

BLOOMINGTON, ILL.



Here Is Your New Bloomington Branch

That desire you have long had, to distribute to the center of the Middle West economically and swiftly, is about to be satisfied.

You only need place a stock on our floors, and send us a list of your accredited customers. Then they may order from us direct, receiving their goods with surprising promptness, in excellent condition.

We can deliver to practically any point in Illinois in one day; in the adjacent states in one or two. Five trunk lines are connected by rail with our platforms, and switching is gratis.

Our building is fire-resistant, sprinkled, immaculately clean. Our local delivery provides thirty-minute connection with four of the best jobbing houses in the state.

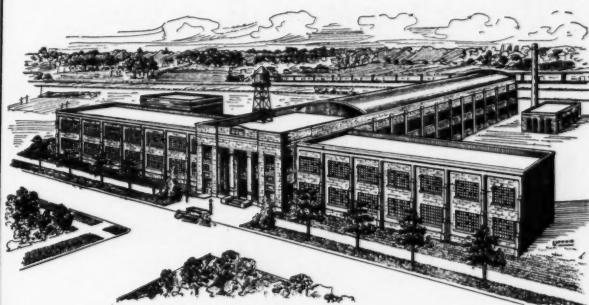
Refer to Fels & Co., The Sharples Separator Co., The Montauk Metallic Bed Co., or the American Sugar Refining Co., for a statement of the service we render.

Name the commodity you manufacture or distribute, and find how reasonable our rates are. Name the field absorbing your product and learn how we are able to reach it at low cost. Dictate the letter before you turn the page.

The
JOHNSON
TRANSFER & FUEL CO.

Office, 401-403 Center St.

CHAMPAIGN, ILL.



C. M. CALDWELL STORAGE COMPANY

Fireproof Merchandise Warehouse Five Blocks from Business Center Free Switching on all Railroads.

40,000 square feet. Private siding on Illinois Central R. R. Pool Car Distributors.

1002 N. Market St. Champaign, Ill.

**CHAMPAIGN, ILL.
URBANA, ILL.**

WAGNER & SON

TRANSFER—PACKING—STORAGE

Packers and Shippers for the TWIN CITIES

Logan & Water Sts. Champaign, Ill.

CHICAGO, ILL.

BEKINS

HOUSEHOLD SHIPPING COMPANY

Reduced Rates on Household Goods, Automobiles and Machinery

General Offices, 805 BEDFORD BLDG., Chicago
NEW YORK, BOSTON, BUFFALO, CINCINNATI

CHICAGO, ILL.

CENTRAL STORAGE & FORWARDING CO.

2001 West Pershing Road

Operating

CHICAGO'S FINEST MERCHANDISE WAREHOUSES

On the great Chicago Junction Railway—In the world-famous Central Manufacturing District—The geographical center of Chicago.

No Switching Charges—No Cartage—No Delays.
650,000 square feet of fireproof space. Insurance rate 7½c.

No Trap-Cars Here
L. C. L. Freight Loaded Direct to Destination
WHY NOT USE THE BEST FACILITIES?

CHICAGO, ILL.

Before you decide on your Chicago Warehousing connections, investigate the facilities and service of the —

Continental Warehouse Co.
416-434 West 12th Place — Chicago

*Sprinkled warehouses in the heart
of the freight terminal district*

CHICAGO, ILL.

Currier-Lee Warehouse Co.

427 West Erie St., Chicago, Ill.

**MERCHANDISE
STORAGE EXCLUSIVELY**

MODERN BUILDINGS
CONVENIENT LOCATION
UP-TO-DATE METHODS
ADEQUATE FACILITIES
LOW INSURANCE RATES
EXPERIENCED EMPLOYEES

CHICAGO, ILL.

**EMPIRE
STORAGE
COMPANY**

Fireproof
Warehouses

For Household Goods
(Established 1891)



Carloads billed to our house track on Illinois Central Railroad at Fifty-first Street can be unloaded direct to our warehouse floor.

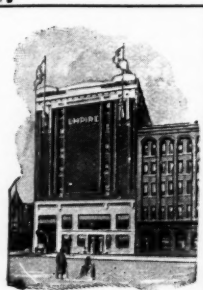
Low distribution rate on pool cars.

"Ship the
Empire Way"

**EMPIRE STORAGE
COMPANY**

52ND ST. AND COTTAGE
GROVE AVE.

MEMBER
National Furniture Warehouseman's Assn.
Illinois



CHICAGO, ILL.

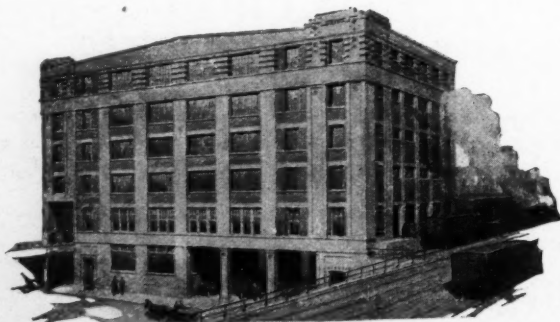
THE G & W DISTRICT

is daily becoming a greater factor in the solution of Chicago's distribution problems.

The district is located at the center of Chicago's 3,000,000 population, just on the edge of the loop district, but entirely free from its congestion, and is, therefore, an ideal depot from which to distribute to all parts of the city.

The direct service of five trunk lines and a belt line insures to the district switching service that cannot be equalled for promptness and dependability.

The advantages of this district combined with G & W Service has created an insistent demand for increased facilities to which we have responded by the construction of a new warehouse.



HERE IT IS!

90,000 sq. ft. of the best storage space in the City of Chicago combined with

G & W SERVICE

COMPLETE - EFFICIENT - ECONOMICAL

GRISWOLD & WALKER, Inc.
1523 Newberry Avenue CHICAGO, ILL.

CHICAGO, ILL.

CHICAGO'S POOL-CAR DISTRIBUTORS

Mark your consignments for

The DREXEL STORAGE & TRANSFER COMPANY

4837-4839 Cottage Grove Ave., Chicago, Ill.

CHICAGO, ILL.

HARDER'S

Fireproof Storage & Van Co.

Largest System of Fireproof Storage Warehouses in the United States

HOUSEHOLD GOODS

This large group of modern storage plants, each located with a view to rapid and efficient handling of household goods and merchandise, should be on your list if you insist upon service.

We are expert handlers of household goods. In every branch of packing, moving, storage and shipping we excel. Safety deposit and silver vaults. Pool car distribution and city delivery service.

We remit promptly upon receipt of B/L

MERCHANDISE

Our merchandise storage and distribution facilities include private switches and sidings. Free switching. No haulage charges. Our shippers are always satisfied in their transactions with us.

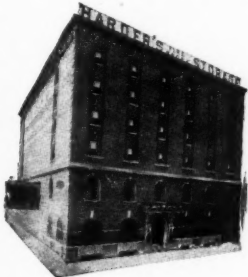
Pool Car Distributors

Members N. F. W. A., A. W. A., Ill. W. A.

OAKLAND
Fortieth Street and Calumet Ave.
KENWOOD
4714-16 Cottage Grove Ave.
WOODLAWN
1117-19 East 63rd St.
ENGLEWOOD
6154-56 Wentworth Ave.
STONY ISLAND
6824-26 Stony Island Ave.
BROADWAY
4015-17 Broadway

Harder's Fireproof Storage & Van Co.

General Offices
40th St. and Calumet Ave.
Chicago



The Men Who Distribute

California Walnuts

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

Pick Your Consignee

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

CHICAGO, ILL.

ESTABLISHED 1874

HEBARD

Storage Warehouses



All collections on shipments made to us promptly remitted.

Member of

National Furniture Warehousemen's Association, Illinois, New York and Southern Warehousemen's Association.

Our Seventh Warehouse

on 6331-33 Broadway, near Devon Avenue, which will handle all Rogers Park or North Shore shipments.

Warehouses A-B-C-D, West Side, Ogden and Winchester Aves. Warehouses E-F, North Side, Sheridan Road and Sheffield Ave. Warehouse G, North Side, Broadway near Devon Ave.

CHICAGO, ILL.

"NO DELAYS"

Edward Lasham Co.

Merchandise Storage

Pool Car Distributors

Teaming and City Delivery

Seventy-Five Motor Trucks and Wagons

Downtown Modern Warehouse

Switch Track Connections with All Roads

Served directly by Illinois Central, Michigan Central, Chicago & Northwestern and Chicago, Burlington & Quincy.

EDWARD LASHAM CO.

1559 S. State St.
Chicago
Illinois



CHICAGO, ILL.

KESSEL BROS.

STORAGE WAREHOUSES

100,000 SQUARE FEET

Our two warehouses, manned by bonded and experienced warehousemen, offer much to you in the storage, moving, packing and shipping of household goods.

Our service and facilities plus two locations convenient for South Side distribution make it possible to quote unusually favorable rates. We distribute pool cars and transfer lots promptly. Truck and van service.

Consign to us in carload lots via the Chicago Junction Railroad—on less than carload lots consign to Englewood Station. We remit promptly on collections. References: Dun's, Bradstreet's or your bank.

We guarantee satisfaction and invite correspondence.

We Reciprocate on Shipments

KESSEL BROS.

Warehouse "A"
2-12 East 41st St.

General Office
4033 State Street

Warehouse "B"
3836-3850 Indiana Ave.

CHICAGO, ILL.

MAHIN

SHIPPING AND STORAGE WAREHOUSE

Merchandise and Automobile storage. Ideal location for south side distribution. Direct connection with all railroads. Prompt and efficient service. Truck Fleet. Consign to us and let us assist you in reducing distribution costs on the south side of Chicago. Fifteen years in the business.

WE KNOW HOW MAHIN

SHIPPING AND STORAGE WAREHOUSE
1629-35 South Wabash Ave. Chicago, Ill.
Phone: Calumet 2769

CHICAGO, ILL.

Very Low
Insurance Rates

CM&STP Ry. Track
Inside Buildings

The Ontario Warehouse Co.

Ontario & Kingsbury Streets,

FROSTPROOF MERCHANDISE STORAGE

THE 3 ESSENTIALS

The ABILITY, the CAPACITY, the WILLINGNESS, to serve. Those are the three essentials of satisfactory warehouse service.

CHICAGO, ILL.

MIDLAND WAREHOUSE & TRANSFER CO.
MERCHANDISE STORAGE and DISTRIBUTING
15th St. and Western Ave.
Chicago, Ill.

WAREHOUSES
NO. 1 43rd AND ROBEY STS.
NO. 2 15th PL. AND WESTERN AVE.
NO. 3 15th ST. AND WESTERN AVE.

No Cartage
or Trap Car
Delays
in Making
L.C.L.
Shipments

CHICAGO, ILL.

Railway Terminal & Warehouse Company
444 W. Grand Ave.

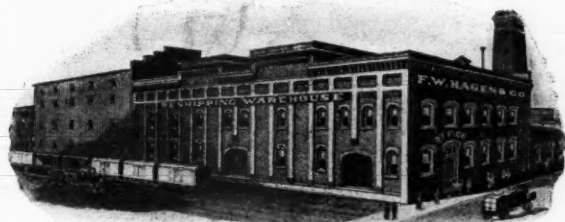
Merchandise Storage

Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers.

Side track facilities with free switching from all railroads entering Chicago.

Modern Building—Low Insurance Rates
Use Our Service

CHICAGO, ILL.



RESHIPPING WAREHOUSES

Grand Crossing
 Branch L. C. L. without cartage Branch
 Harvey, Ill. Daily Trap Cars So. Chicago, Ill.
 Phone 46 H. P. 3109—Midway 4940 Phone 367

LUMBER AND YARD STORAGE OFFICES
 DERRICKS, SPACE, TRACKAGE
 AUTOMOBILES, TRUCKS, TRACTORS
 STEEL AND HEAVY PRODUCTS

Merchandise of All Kinds

No congestion. Modern facilities. All within the Chicago Switching District. Milling in Transit Privileges. Write or wire—F. W. Hagen & Co., 1131 East 77th St., Chicago, Ill.

P. A. HALLBERG, Manager

Moral—Use a Public Warehouse

AN eastern manufacturer found it necessary to carry a stock in the middle west and for the sake of economy decided to locate a branch warehouse in a small town. He found a warehouse which seemed to meet his requirements which he could rent for a term of years very cheap. His shipping clerk cost him \$30 per week and other expenses such as supplies, heat, telephone, extra help, etc., about \$75 per month. All of these expenses seemed to be as low as could be expected and it apparently was a satisfactory arrangement. A survey of his business, however, indicated that the total movement through this branch amounts to only about 15 cars and as his expense sheet shows expenses as follows:

Rent, 12 months @ \$50.....	\$ 600
Salary, 52 weeks @ \$30.....	1,560
Misc. Expense, 12 months @ \$75..	900
Total	\$3,060

It shows a cost per car of over \$200.

The estimated cost of handling his product through first class public warehouses is \$60 to \$75.—*Sid Smith.*

CHICAGO, ILL.

Soo Terminal Warehouse
Chicago, Illinois

Storage and Distribution of Merchandise Centrally Located

Make Your Out-of-Town Shipments Without Cartage Via Chicago Tunnel. Absolutely Fireproof

"The Economical Way"

W. G. Morgan, Manager 519 W. Roosevelt Road

CHICAGO, ILL.

Have Your Own
Transfer Representative
In Chicago

IF you desire to make store door delivery in Chicago, you should use our facilities. If you will load your shipments for Chicago and points beyond so as to make a carload, we will distribute and re-ship the consignment. Send us parcels and packages in any quantity for delivery and re-shipment by freight, express or parcel post for Chicago and beyond.

We team freight to connecting lines for loading in through cars the same day unloaded.

Our representatives are at depots and docks.

Your agents and your customers save time and annoyance, if shipments are sent in our care.

Ask any railroad freight man about us.

Members of the Credit Men's Association.

Authorized Railroad Freight Transfer Agents.

**Jos. Stockton
Transfer Co.
1020 So. Canal St.
Chicago, Ill.**

CHICAGO, ILL.

TOOKER STORAGE &
FORWARDING CO.
MERCHANDISE WAREHOUSEMEN

Pool Cars Distributed
 Minimum Handling Expense
 Building Equipped
 With Sprinkling System
 Motor Truck Service

New York Office
 and
 Warehouse:
 28th St. & 11th Ave.
 Erie R. R. Tracks
 Tel. Chelsea 7845-7846

Chicago Office
 and
 Warehouse:
 Clark & 14th Sts.
 Erie R. R. Tracks
 Tel. Victory 2360-2429

CHICAGO, ILL.



When you
want a
AREHOUSE

AT

C**HICAGO**

Write or
ire
ESTERN



SAVE TIME, MONEY and WORRY

in reaching your Western customers by using the up-to-date storage and traffic facilities of the *Largest Public Warehousing Unit West of the Atlantic Seaboard.*

HALF A MILLION square feet of the best floor space in Downtown Chicago devoted exclusively to the "open" storage of Quality merchandise. Insurance, 18.9c per \$100 per annum.

"At the Edge of the Loop," close to Chicago trade.

Write us now; we know how.

STOCKS CARRIED for local and out-of-town concerns. Storage-in-transit. Prompt rail reshipments anywhere, without cartage. Pool cars broken. Automobile storage and reshipment a specialty. Negotiable Receipts issued.

WESTERN WAREHOUSING COMPANY

MERCHANDISE WAREHOUSES
POLK STREET TERMINAL, PENNSYLVANIA SYSTEM

Telephone Harrison 6350

CHICAGO WILSON V. LITTLE, Superintendent



DANVILLE, ILL.

Danville Transfer & Storage Co.

C. B. Hall, Pres.

G. W. Orr, Secy. & Treas.

The only fireproof warehouse in Danville. Storage for household goods and **Merchandise Distributing**. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.

Low Insurance Rate

Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads.

Members American Chain of Warehouses.
Members National Furniture Warehousemen's Assn.
Members Illinois Furniture Warehousemen's Assn.

ELGIN, ILL.

CONSIGN TO US

TO REACH THE FOX RIVER VALLEY

We are located at the entrance to one of the most prosperous agricultural and dairy sections in the country—convenient to nearly a hundred good sized towns.

By interurban and rail connections we handle promptly cars of merchandise and household goods consigned to us. Several modern plants for storage are available.

Consign to us. We know how.

Elgin Storage & Transfer Co.

60-62 RIVER STREET

ELGIN, ILL.

DECATUR, ILL.

Decatur's Pool Car Distributors
Private Switch for Merchandise Consignments

HAMMAN BROS.

TRANSFER—STORAGE—PACKING—SHIPPING

Members N. F. W. A., I. F. W. A., C. W. A. of Ill.

William & Broadway St.

Decatur, Ill.

DECATUR, ILL.

MERIDITH STORAGE CO.

320-350 E. Cerro Gordo

STORAGE AND DISTRIBUTION

Railroad frontage. Three blocks to all freight depots.

VANS—TRUCKS—DRAYS

Member I.F.W.A.—N.F.W.A.—C.W.A.—I.A.W.

MOLINE, ILL.

Fireproof Warehouse

Freight Distributors for Moline, Rock Island, East Moline and Silvis, Ill., Davenport, Iowa and Upper Mississippi Valley

Send your freight to us at Moline for distribution as we are in the center of the group of cities here and the haul will be shorter. We have our own private track at the warehouse and our own "team track. Forwarding and reconsigning.

Crandall Transfer & Warehouse Company

1205-1209 Fourth Ave.

Moline, Illinois

ROCKFORD, ILL.



"The Choice of the Greatest Industries"

ROCK ISLAND, ILL.

**A Safe Depository for Merchandise
and Household Goods**



Private Switch for 4 Cars
C. B. & Q., C. R. I. & P. & C. M. & St. P. Ry.

**DISTRIBUTORS and FORWARDERS
FOR
ROCK ISLAND and MOLINE, ILL.
DAVENPORT, IA. and the MIDDLE WEST**

**ROCK ISLAND
TRANSFER & STORAGE CO.**
101-5 Seventeenth Street Rock Island, Illinois

FORT WAYNE, IND.

WALTER A. BORGMANN, Pres. CHRISTIAN F. BORGMANN, Sec'y-Treas.

BROWN TRUCKING COMPANY

MOVING, DISTRIBUTING, STORAGE
AND GENERAL TRANSFER

Pool Cars

Office 125 W. Columbia Street

FORT WAYNE, IND.

Fort Wayne Storage Company
FORT WAYNE, INDIANA
*General Merchandise
Storage and Forwarding*

FORT WAYNE, IND.

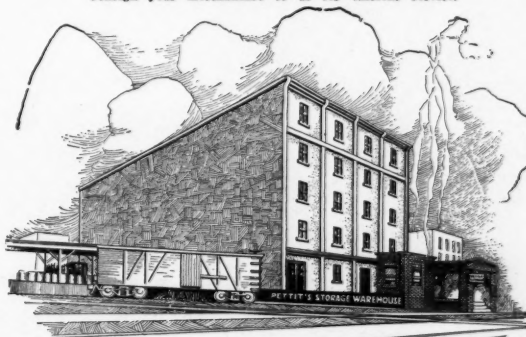
Located in Center of Business District

PETTIT'S STORAGE WAREHOUSE CO.

"FIREPROOF"

STORAGE, TRANSFER, DISTRIBUTION
Merchandise Warehousing and Forwarding and Sample Space

SERVICE COUNTS
We have our own truck line and are equipped to make prompt deliveries.
EXPERIENCED MEN IN CHARGE
Special attention to Pool Car Distribution.
Consign your merchandise to us for efficient service.



PRIVATE SIDING

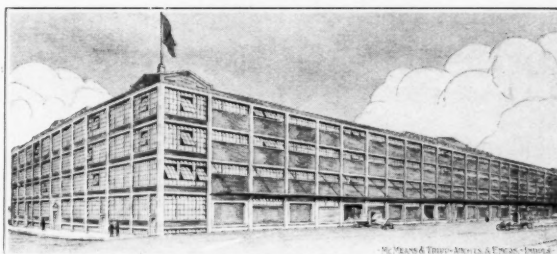
The Men Who Distribute
**International Harvester
Products**

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

INDIANAPOLIS, IND.

**Central
Public Warehouse Co.**

I. C. STROHM, PRESIDENT and MANAGER



Now erecting a complete fireproof
four-story warehouse building with
all modern equipment.

Pool cars handled by special system
of checking. Distribution by well
organized fleet of fifteen motor trucks.

**Centrally Located—Direct Trackage
On Pennsylvania Railroad**

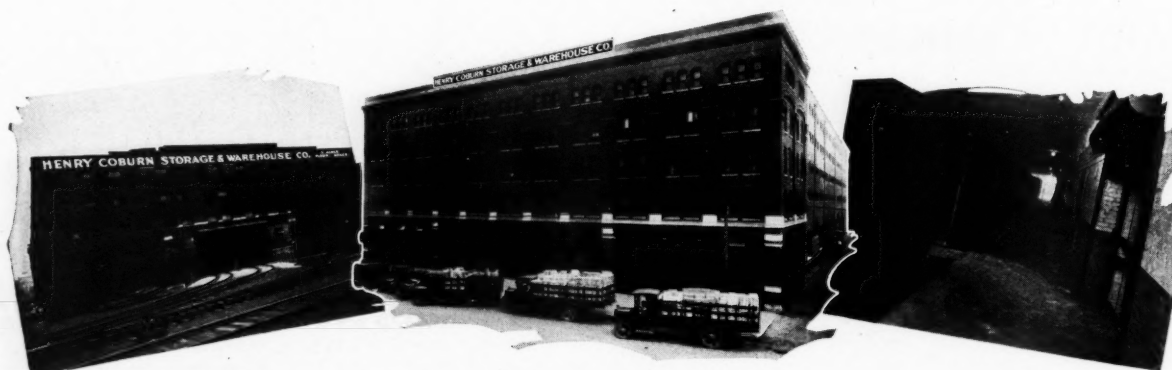
INDIANAPOLIS, IND.

17 Years of Efficient Service

Henry Coburn Storage & Warehouse Co.

INDIANAPOLIS

Storage and Distribution of General Merchandise



Newly elevated tracks with drive-ways underneath. No delays to trucks during switching.

Most centrally located warehouse in city as to depots and wholesale district.

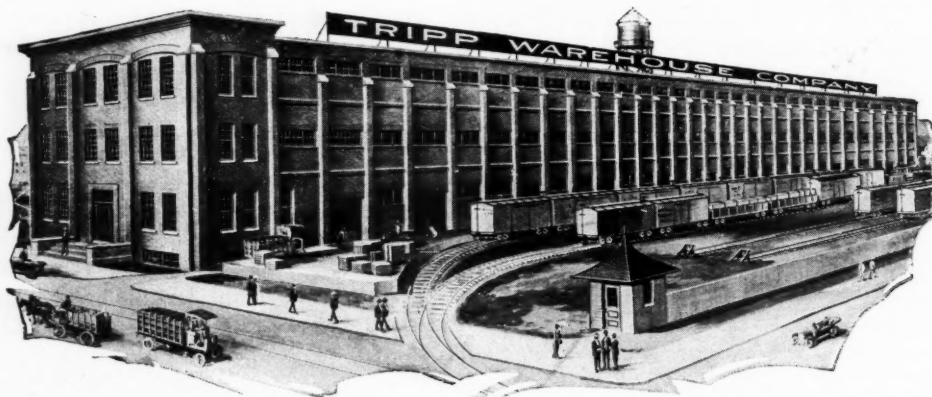
No goods exposed to weather. Inside trackage for 10 cars. Six electric elevators.

Elevated double track switch inside building and other improvements recently completed, costing \$104,500.00. Increased cool and dry space for potatoes, apples, etc., not requiring refrigeration.

Prompt delivery service with fleet of White trucks. Teams for hauling heavy machinery, etc.

FRANK F. POWELL, President and Manager

INDIANAPOLIS, IND.

**Indianapolis' Most Convenient Warehouse**

Has facilities for handling merchandise unexcelled in this city. Located as we are, in the very heart of the jobbers and freight terminal area, our advantages for storage and prompt distribution are obvious.

FIREPROOF
AND MODERN
THROUGHOUT

TRIPP
Warehouse Company

SATISFACTORY
SERVICE
GUARANTEED

620 SOUTH CAPITOL AVENUE

INDIANAPOLIS, INDIANA

INDIANAPOLIS, IND.

Announce

A SUBSTANTIAL RATE REDUCTION From Present Tariff

Traffic Managers

Get Busy

The Indianapolis Warehouse Co., Inc.

FRANK A. TODD, V. P. and Gen'l Mgr.

330 West New York

INDIANAPOLIS

INDIANA

INDIANAPOLIS, IND.

Est. 1895

OTTO J. SUESZ

WAREHOUSE WALNUT AND PINE STS.

Big 4. New York Cen. Lines. L. E. W. R. R. Siding.
Make your local and carload shipments in care of us and we
can make prompt delivery. All Auto Delivery.

PACKING SHIPPING STORAGE HAULING

SOUTH BEND, IND.

WARNER WAREHOUSE CO.

Merchandise Storage and Distribution

New York Central Siding—Free Switching—Pool Car Dis-
tribution—Negotiable Warehouse Receipts Issued.

American Warehousemen's Assn.
Members: Central Warehousemen's Club
American Chain of Warehouses

SOUTH BEND, IND.

Phone Main 774

Woodworth's Storage and Transfer Line

FREIGHT TRANSFER AND HEAVY MACHINERY

Furniture Moved in Vans and Stored in Fireproof or
Mill Constructed Buildings

OFFICE: REAR ROBERTSON HOTEL, EAST WAYNE STREET
J. P. WOODWORTH, Manager

MEMBERS { National Furniture Warehousemen's Assn. SOUTH BEND, IND.
Indiana Transfer Men's Assn.

CEDAR RAPIDS, IOWA

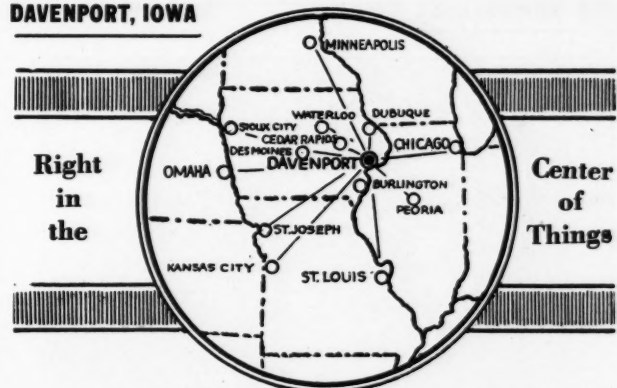
Cedar Rapids Transfer Co.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles

290,000 Square Feet Storage Space

DAVENPORT, IOWA



Davenport, Iowa, is a strategic point in the distribution of commodities in its location on the Mississippi River, which is a great medium in its regulation of freight rates.

Davenport, Iowa, is a great trade center; with the several adjoining states it is in the center of a distribution district reaching twenty million people.

We help "deliver the goods" at a minimum of expense, as a branch house, your distributing agent, or in entire detail, with fireproof storage and trackage.

We have figures to prove the economy of using our organization. Send for our circular showing comparative costs. The great saving of freight car loads to Davenport and local freight rates, in Iowa, Minnesota, Nebraska, Kansas, Missouri, etc., is of vital importance. We are anxious to help traffic managers. Write today.

Davenport, Iowa, member of American Chain of Warehouses, a guarantee of service, satisfaction and lowest prices, being a link of the Warehouse Chain—strictly fireproof Warehouse, located on trackage, in the heart of the wholesale and retail district, one to five blocks from all freight depots.

Ewert & Richter Express and Storage Co.

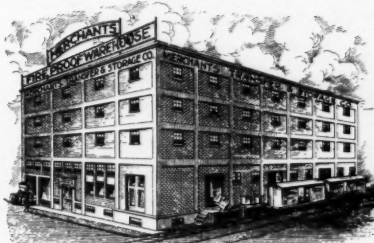
Davenport, Iowa

DAVENPORT, IOWA

New Fireproof Warehouse

for

Merchandise
and
Household
Goods



Private R. R. Siding
Free Switching

Pool Car
Distributors

Merchants Transfer and Storage Company

Davenport, Iowa

KEEP IT UP!

One step won't take you very far, you've got to keep on walking;
One word won't tell them what you are, you've got to keep on talking;
One inch won't make you tall, you've got to keep on growing;
One little "ad" won't do it all, you've got to keep 'em going.

Sent to DISTRIBUTION & WAREHOUSING
by George S. Lovejoy, Vice-President of the
American Warehousemen's Association.

DES MOINES, IOWA



200 Package Cars leave Des Moines daily, furnishing 24-hour service to surrounding territory.

AWA

Members
NFWA

CWC

Close to Iowa's Pocketbook

The per capita wealth for Iowa is \$3,539. The per capita wealth for the remainder of the United States is \$1,965.

No point in Iowa is over 12 miles from a railroad and Des Moines is only 200 miles from the geographic center of the United States.

By placing your spot stocks on our floors you can have 24 hour service to extreme Iowa points.

Was there ever a better chance for the Traffic Manager to give the Sales Staff solid backing?

Our service means easier sales next time the traveling man calls. Deliveries in good order mean bigger repeat sales.

Easily available stocks are turning faster, resulting in more frequent profits, the economy of using our service adds another width to your margin of profit.

MERCHANTS

TRANSFER & STORAGE CO.

Ninth and Mulberry Streets, Des Moines, Iowa

DES MOINES, IOWA

RED LINE Transfer & Storage Co., Inc.

*Merchandise and Furniture Warehouse
Distributors and Forwarders*

Send Your Pool Cars in Our Care
New Fire-Proof Warehouse
Teams or Auto Trucks for Hauling
Free Switching on All Railroads to Our
Warehouse

515 East Court Ave. Des Moines, Iowa

SIOUX CITY, IOWA

WE, as merchandise storers and factory distributors, have every facility consistent to high-class service. Our building, consisting of 50,000 sq. ft. of floor space, is equipped with rat-proof, freeze-proof rooms, which also keep from twenty to thirty degrees cooler than the atmosphere in the summer months, making them ideal for the storing of prepared flour, canned milk, cooking fats and other commodities requiring an even temperature.

Located on C. St. P. M. & O. trackage with free switching from all rail connections; namely, C. M. & St. P., Great Northern, Chicago, Burlington & Quincy, C. & N. W., Illinois Central.

Let us serve you at a price you can afford to pay.

Monarch Storage & Forwarding Co.

"Service that Satisfies"

OTTUMWA, IOWA

DAGGETT

TRANSFER AND STORAGE

Special Attention Given to Merchandise
Distribution and Pool Car Shipments

MEMBERS:
Central Warehousemen's Club
National Furniture Warehousemen's Association

SIOUX CITY, IOWA

Pianos, Safes and Heavy Hauling
If It's Routed to or Through Sioux City, Bill It to

ROSENTHAL

Fireproof and Steam Heated Storage
300 Iowa Street, Sioux City, Iowa

WATERLOO, IOWA

The Men Who Distribute

Walker's Chile Con Carne

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

IOWA WAREHOUSE CO.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles

ATCHISON, KANSAS**The Grodick Transfer and Storage Co.***Commercial Storage*

Distributors—R.R. Trackage—Carloads a specialty.
 Prompt Service—No Congestion
 Missouri River Freight Rate Adjustments.
 Household Goods—Moved, Packed, Stored, Shipped.

KANSAS CITY, KANSAS

**THE INTER-STATE
 TRANSFER & STORAGE COMPANY**
 PACKING, MOVING, STORING AND SHIPPING

1106-8-10 North Fifth Street
 L. J. Canfield, Proprietor Both Telephones 0075
 We handle approximately 75% of all the freight shipped to Kansas City, Kan.—
 L. J. Canfield.

PITTSBURG, KANSAS

**Best Location for KANSAS, MISSOURI, and OKLAHOMA
 MERCHANDISE STORAGE and POOL
 CAR Distribution**

Located on the Atchison, Topeka & Santa Fe, Joplin-Pittsburg, Kansas City Southern, Missouri Pacific, and St. Louis & San Francisco Railways.

PITTSBURG TRANSFER & STORAGE CO., Inc.
 P. O. Box 527

WICHITA, KANSAS**BEST DISTRIBUTING POINT FOR THE SOUTHWEST**

Warehouse 25,000 square feet floor space. Free switching privileges. A., T. & S. P., C., R. I. & P., Mo. Pac., Frisco, Orient and Midland Valley Railroads.
 ARE YOU looking for a firm that will handle your shipments PROMPTLY—EFFICIENTLY—COURTEOUSLY in Wichita?

If so, consign your shipments—Care of

Southwestern Storage and Distributing Company
 428-432 North Wichita Street, Wichita, Kansas
 POOL CAR DISTRIBUTORS Correspondence solicited

WICHITA, KANSAS

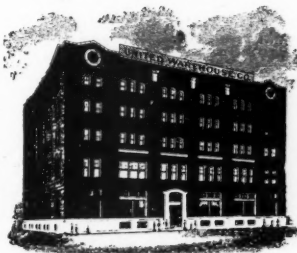
A. F. JONES, Pres. E. W. JONES, Vice-Pres. L. B. JONES, Treas.
 J. H. BRUGH, Sec., Gen. Mgr.



General Warehousing
 Storage, Forwarding and Distributing

300,000 SQUARE FEET

CAPITAL \$100,000.00



WE OPERATE FOUR OF
 THE FINEST FIREPROOF WAREHOUSES
 IN THE MIDDLE WEST.

WE MAKE LOANS AGAINST OUR
 WAREHOUSE RECEIPTS

UNITED WAREHOUSE CO.

WICHITA, KANSAS
 115 N. Meade & 815 E. 2nd

KANSAS CITY, MO.
 2114 Central St.

LEXINGTON, KY.**UNION TRANSFER & STORAGE
 COMPANY**

INCORPORATED

**Merchandise and Furniture Storage
 Distributors and Forwarders
 Warehouses on Private Sidings**

Member of American Chain of Warehouses

LEXINGTON

KENTUCKY

LOUISVILLE, KY.**FIREPROOF STORAGE CO., Inc.**

308-14 West Liberty St.,

Located in center of MAIN BUSINESS SECTION
 Only absolutely FIREPROOF STORAGE WAREHOUSES
 in our city

Assembling and Distributing Car Shipments a Specialty
 Prompt attention given to collections

LOUISVILLE, KY.**Carry Spot Stocks in Louisville**

Where Concentrates the Golden Flood
 of Ohio River Valley Commerce

Louisville Public Warehouse Co.
 Louisville, Kentucky

W. N. Cox, President.

E. H. Bacon, Vice-President.

LOUISVILLE, KY.**SAFETY TRANSFER AND
 STORAGE CO., INC.**

"Louisville's Leading Movers & Packers"

Clay and Main Streets
 We Move, Pack, Store and Forward Household
 Goods
 Member N. F. W. A.

The Men Who Distribute

Federal Sugar

Read **DISTRIBUTION & WAREHOUSING**
 and consult the Shippers' Index

ADVERTISING

Doesn't Jerk — it
 Pulls — a Steady Pull
 Every ad Goes to Confirm
 the one Before it—to
 Strengthen the One That
 is to Follow and There's
 No Waste of Effort or
 Money. The Stayer Wins
 Every time.

ALEXANDRIA, LA.

ALEXANDRIA In the Heart of Louisiana

The meeting point of seven roads
giving quick service to nearly
every town and city in state.

We have two warehouses with a private siding on the
C. R. I. P. Railroad. Capacity 21,400 square feet. **THE
FOLLOWING NATIONALLY KNOWN CONCERNS USE
OUR SERVICE. WHY NOT YOU?**

The Procter & Gamble Dis. Co. Memphis, Tenn.
The Ohio Match Co. Wadsworth, Ohio
The Borden Co. New York, N. Y.
Kellogg Toasted Corn Flake Co. Battle Creek, Mich.
Sears, Roebuck & Co. Chicago, Ill.
Montgomery Ward & Co. Chicago, Ill.
Shapleigh Hdwe. Co. St. Louis, Mo.
Simmons Hdwe. Co. St. Louis, Mo.

We Also Serve the Leading Louisiana Concerns
TRY US
Your Inquiries Will Receive Prompt Attention

Carnahan's Transfer & Storage

Fifth and Xavier Street

Alexandria

Louisiana

Members { American Warehousemen's Ass'n.
 { National Furniture Warehousemen's Ass'n.

BANGOR, MAINE

McLaughlin Warehouse Co.

Established 1875

Incorporated 1918

General Storage and Distributing
Capacity 70,000 Sq. Ft.

Rail and Water Connection
Private Siding Capacity, 15 Cars.

Member:
American Warehousemen's Association
American Chain of Warehouses

PORTLAND, MAINE

Galt Block Warehouse Company

PORTLAND, MAINE

**STORAGE, GENERAL MERCHANDISE
AND HOUSEHOLD GOODS**

Private track, sprinkler equipped, low insur-
ance rate. Storage in Transit on Flour, Cereals
and Canned Goods.

Office, 20 Commercial Street, Portland, Maine
J. S. SAWTELLE, Manager.

NEW ORLEANS, LA.

NEW ORLEANS, LA.

2ND PORT, U. S. A.

*All cement warehouses, low insurance,
low handling costs.*

*Only one-half square from Mississippi
River.*

*Track facilities for seventy-three (73)
cars at one time.*

*Operated in conjunction with Dennis
Sheen Transfer, Inc., oldest and most
complete hauling corporation South.*

*Electrical unloading and piling devices
built to eliminate any damage in han-
dling.*

*Excellent switching connections, with
all lines entering New Orleans.*

INDEPENDENT WHSE CO., Inc.
New Orleans, La.

BALTIMORE, MD.

Phone Gilmor 3000.

THOS. H. VICKERY, President.

BALTIMORE STORAGE & MOVING COMPANY

1710 to 1720 Edmondson Ave.

Members { N. Y. F. W. A. Fireproof Wh's'e in rear
 { Balt. F. W. A.

BALTIMORE, MD.

Low Insurance Rates

Merchandise Warehousing

&

Distribution

Complete modern Warehouse Service
to all shippers.

Pool-Cars a Specialty

Located in heart of wholesale district

CENTRAL WAREHOUSE CO.

517 to 525 W. Baltimore St.

"We Give Service, Don't Promise It."

The Men Who Distribute

Murphy Chairs

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

BALTIMORE, MD.

FIDELITY STORAGE CO.

2104-6-8-10 Maryland Avenue

*Household Goods Exclusively
Your Clients Efficiently Served
All Collections Promptly Remitted*

MEMBERS

Baltimore Furniture Warehousemen's Association.
National Furniture Warehousemen's Association.

Baltimore's Modern Fireproof Warehouse

BALTIMORE, MD.

Established 1879

MONUMENTAL STORAGE & CARPET CLEANING CO.

1110-1116 PARK AVENUE, BALTIMORE,
MD.

ABSOLUTELY FIREPROOF WAREHOUSE

*Furniture Storage — Packing — Moving
Carpet Cleaning*

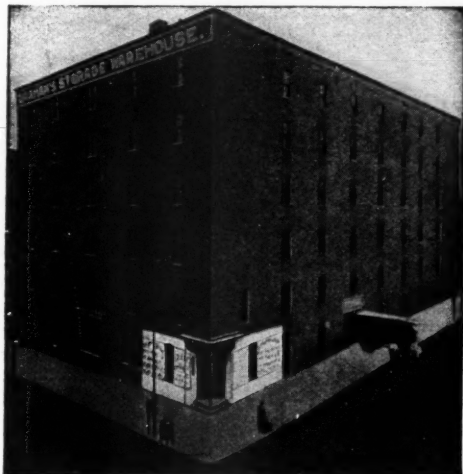
Members N. F. W. A. and B. F. W. A.

BALTIMORE, MD.

Graham's Storage Warehouse

The Largest in Baltimore

Established 1887 GEO. D. MAGRUDER, Pres. and Gen'l Manager



800 Storage rooms, one to ten Van load capacity.
Vans load and unload in the centre of the building.

**MOVING—PACKING—SHIPPING
MOTOR EQUIPMENT**

Send us your Baltimore Consignment
Members, Md. Whse. Assn., Nat. F. W. A.

BALTIMORE, MD.

Security Storage & Trust Company

Resources Over One Million Dollars

15 W. North Avenue

FIREPROOF WAREHOUSES

MOTOR EQUIPMENT

EFFICIENT SERVICE

TO WAREHOUSEMEN

Members of

*Baltimore Furniture Warehousemen's Association
National Furniture Warehousemen's Association*

ARLINGTON, MASS.

ARLINGTON STORAGE WAREHOUSE

20 Mill Street, Arlington, Massachusetts

Fireproof and Semi-Fireproof Sec- tions	Separate Locked Rooms for Fur- niture
Household Goods Exclusively	First-Class Auto-Truck Service
Modern Heated Piano Room	Packing and Shipping Anywhere Consignments Solicited

The Men Who Distribute

Gorton's Cod Fish

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

BALTIMORE, MD.

THE KAUFMAN FIREPROOF STORAGE WAREHOUSES

Chas. H. Kaufman, Prop.

General Offices:

524 to 530 W. Lafayette Avenue, Baltimore, Md.

Warehouses { 524-534 W. Lafayette Ave.
532-534 W. Lafayette Ave.
1404-1406 Division St.
1405-1407 Brunt St.

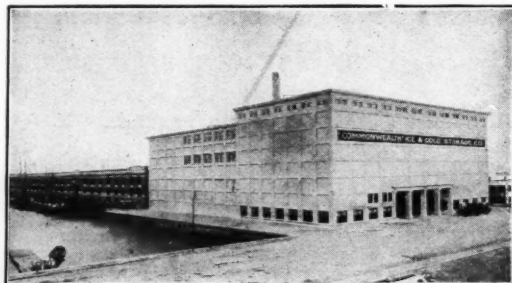
Members { N. F. W. A.
A. W. A.
Balt. F. W. A.

Entire Motor Equipment

Pick Your Consignee

from the companies listed in
this section—they are the "live
wires" of the field and will han-
dle your shipments promptly
and efficiently.

BOSTON, MASS.

"Where Rail Meets Sail"

Cold storage for all classes of perishable merchandise.

General storage space for all classes of merchandise.

Directly connected side track on New York, New Haven and Hartford.

Perfect local distribution facilities.

Commonwealth Ice & Cold Storage Co.
220 Northern Ave. BOSTON, MASS.

BOSTON, MASS.

FRANCIS FITZ CO.

STORAGE WAREHOUSES

25, 27, 29, 30, 31, 32, 33, 34 Pittsburgh Street
28, 30, 32, 34 Stillings Street

Established 1872—Incorporated 1906

Office, 30 Pittsburgh Street

DIRECT TRACK CONNECTION

New York, New Haven & Hartford R. R. Free Switching from all Railroads. We specialize in receiving and distributing merchandise and can offer you all the facilities of an up-to-date warehouse with personal supervision.

Our customers' interests are our own

MEMBER OF

American Warehousemen's Association
Massachusetts Warehousemen's Association

BOSTON, MASS.



FURNITURE AND PIANO MOVERS

**HOME, OFFICE and
LONG DISTANCE MOVING**

Having a five story building comprising forty-one thousand square feet devoted exclusively to the Packing and Storing of Household Goods and Office Furniture for shipment.

We are the largest concern in New England doing this kind of work, operating a fleet of trucks for intercity and interstate shipments, also take care of your collections and represent you at this end.

Main Office and Packing Dept.
79 Broadway South Boston
Intown Office
28 Bromfield Street Boston

BOSTON, MASS.

Northern Avenue Stores and Dock Corporation

New Haven Terminal Stores

308-316 Congress Street, Boston, Mass.

Direct Track Connection

New York, New Haven & Hartford Railroad
Dockage for Steamers and Vessels

**Storage of Wool, Leather and
General Merchandise**

Fort Hill Storage Warehouse

415-429 Atlantic Avenue

76-86 Purchase Street

General Merchandise

George W. Blinn, Manager

BOSTON, MASS.

Quincy Market Cold Storage and Warehouse Co. STORAGE FOR FREE AND BONDED MERCHANDISE

Special Attention
Given to
Distribution



Charles River Stores, 4,776,000 cu. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Maine R. R. Deep Water Connection—Dock 500 ft. long.

Albany Terminal Stores, 1,430,000 cu. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Albany R. R.

Constitution Stores, 623,000 cu. ft. Battery Wharf, 1,500,000 cu. ft. Wharfage and Storage. Connects with all railroads via Union Freight R. R.

Summer Street Stores, 2,000,000 cu. ft. Fireproof construction. Lowest Insurance Rates. Direct track connection with the New York, New Haven & Hartford R. R.

GEORGE S. LOVEJOY, Manager, General Storage Department
Main Office: 178 Atlantic Ave., Boston, Mass.

BOSTON, MASS.

H. H. WIGGIN, PRESIDENT

S. G. SPEAR, TREASURER

TERMINAL WHARF AND RAILROAD WAREHOUSE COMPANY 50 Terminal Street Charlestown District, Boston



**Storage of Wool, Cotton and
General Merchandise**

LOWEST INSURANCE RATES
DIRECT TRACK CONNECTIONS
BOSTON & MAINE R. R.

SHIPPING DIRECTIONS
MYSTIC WHARF
BOSTON, MASS.

**Fumigation of Foreign Cotton
and Cotton Waste**

AND OTHER MATERIALS AS REQUIRED
BY U. S. GOVERNMENT

CARTAGE TO AND
FROM FREIGHT STATIONS
AND BOAT LINES

WEIGHING, SAMPLING, AND ALL
SERVICES USUALLY PERFORMED
BY AN UP-TO-DATE WAREHOUSE

We will Lease or Build to Suit Tenants

BROCKTON, MASS.

**BROCKTON
FIREPROOF STORAGE COMPANY**
43 North Montello Street, Brockton, Massachusetts
Telephone Brockton 1140
General Merchandise. Distributing. Separate Rooms for Furniture.
Negotiable Receipts.
Bonded Warehouse. Our own Side Track. Member A. W. A.
Located in center of business and shipping district
on N. Y., N. H. & H. R. R.

CAMBRIDGE, MASS.

When shipping goods by rail, consign to our care via Boston and Albany R. R., East
Cambridge Station. Car lots will be placed at our door on our own private siding.
METROPOLITAN STORAGE WAREHOUSE CO.
134 Massachusetts Avenue, Cambridge, Mass.
WARREN B. HIBBERT, Manager

HOLYOKE, MASS.

Sheldon Transfer & Storage Co., Inc.

ESTABLISHED 1870

Main Office 647 Main St. Branch Office 47 Main St.

SPECIALISTS IN POOL CARS

Storage Space, 50,000 sq. ft. N. Y. N. H. & H. and B. & M. Sidings

LOWELL, MASS.

**A REAL ALL-ROUND
SERVICE INSTITUTION**

**HARVARD STORAGE AND WARE-
HOUSE COMPANY OF LOWELL**

The Men Who Distribute

Sheffield Condensed Milk

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

The Men Who Distribute

Welch Grape Juice

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

**If Your City Isn't
Represented Here**

Put it on the shippers' map by
inserting your card in this space.

SPRINGFIELD, MASS.

William H. Parks, Pres.

James A. Mahoney, Treas.

**Storage, Forwarding, Distribution
of Merchandise of All Kinds**

**EASTERN STATES
REFRIGERATING CO.**

Six Million Cubic Feet Capacity

Cold Storage of Food Products

Household Effects Packed for Shipment

**General Trucking. Furniture and
Piano Moving**

Executive Office

343 Bridge Street, Springfield, Mass.

NEW YORK OFFICE, 6 Harrison St.

**JERSEY CITY, N. J.
WAREHOUSE
Consign via
D. L. & W. R. R.
Cold Storage Only**

**LIBERTY DIVISION
385 Liberty St.
Springfield, Mass.
Cold Storage, Merchandise,
Household Goods**

**SPRINGFIELD
WAREHOUSE
Consign via
B. & A. R. R.
Cold Storage Only**

**LOWELL, MASS.
WAREHOUSE
Consign via
B. & M. R. R.
General Merchandise and
Household Goods**

WALTHAM, MASS.

Serving a Population of 1,500,000 in this Territory

GIBBS EXPRESS COMPANY

LESSEES OF YETTEN'S STORAGE

Established 1845

DISTRIBUTING AND WAREHOUSING
Private Siding—Carload Lots

WORCESTER, MASS.

IN THE HEART OF NEW ENGLAND

Bowler Storage and Sales Company

General Merchandise Warehousemen

Specializing in the Storage of Automobiles, Wool, Lubricating Oils,
Heavy Machinery and General Merchandise Distribution.

By an Organization Whose Policy Is
SECURITY, SYSTEM and SERVICE

WORCESTER, MASS.

**NORTHEASTERN
STORAGE & DISTRIBUTING CO.**

Storage and Distribution
of General Merchandise

Pool Car Distribution

Railroad Facilities

BAY CITY, MICH.

The
Riverside Truck & Storage Co.

GENERAL MERCHANDISE DISTRIBUTION

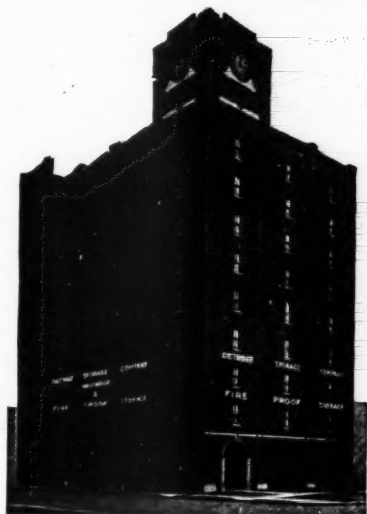
Storage of Household Goods and Merchandise.
Car Load Lots and less than Car Load Lots.

Private Railroad Track—Sidings on all railroads entering Bay City.
Office & Warehouses:
Cor. 2nd & Adams St., Bay City, Mich.

DETROIT, MICH.

DETROIT'S LEADING MOVERS

Detroit Storage Co.



Main Office and Fireproof Warehouse
MOVING, PACKING, SHIPPING
MOTOR EQUIPMENT
Corner East Grand Boulevard and Beaubien St.,
DETROIT, MICH.

DETROIT, MICH.

THE ORIGINAL

Turner Cartage & Storage Co. *General Warehousemen*

MOTOR TRUCKING
TEAMING, STORAGE



MACHINERY MOVING &
ERECTING, MOVING

Est. 1880

Official Cartage Agents

WABASH & CANADIAN PACIFIC RYS.

Main Office, 1675 Howard St.

WAREHOUSES: Howard St., M. C. R. R. and Beaubien St.

DETROIT, MICH.

WOLVERINE STORAGE CO.'S FIREPROOF BUILDING

Terminal Railroad and East Jefferson Avenue
DETROIT

THE largest fireproof warehouse in Michigan.
Open for business after November 1st.
1,250,000 cubic feet in building. 100,000 square
feet of floor space. Will handle merchandise and
household goods storage.

MEMBERS OF NATIONAL FURNITURE WAREHOUSEMEN'S ASSOCIATION

DETROIT, MICH.

MERCHANTS WAREHOUSE CO.

Storing, Distributing, Forwarding

127 WOODBRIDGE ST., WEST

E. B. Dixn, Manager

Detroit, Mich.

FLINT, MICH.

THE ONLY FIREPROOF WAREHOUSE IN FLINT, MICHIGAN

Moving Packing Shipping Storage

FLINT FIREPROOF STORAGE CO.

615 East 6th Avenue

DETROIT, MICH.

Nelson Transportation Co.

80 Calvert Ave., DETROIT, MICH.

150,000 square feet of storage on Detroit river front with
boat loading facilities. Located on Grand Trunk, Toledo &
Shore Line and D, T & I sidings. Capacity 200 cars.

FREIGHT FORWARDING
STORAGE
BOAT AND RAIL SHIPPING
CAR LOADING
DISTRIBUTING
EXPORT BOXING AND SHIPPING
WAREHOUSING

THE SUBSCRIPTION PRICE OF

Distribution & Warehousing

IS

\$2.00 A YEAR

(\$2.50 WEST OF THE MISSISSIPPI)

The Warehouseman who does not find
ideas and suggestions in any one issue
which will make or save him a hun-
dred times that amount is either ready
for the millennium or is not looking
for opportunities.

DETROIT, MICH.

C. & H. NIELSEN CARTAGE CO.

FIREPROOF STORAGE—CARTAGE—DISTRIBUTING.

Located in the Heart of the
Milwaukee Junction Factory District.

Clay Ave. and Russell St.

Detroit, Mich.

GRAND RAPIDS, MICH.

LARGEST COMMERCIAL WAREHOUSE IN WESTERN MICHIGAN



COLUMBIAN STORAGE & TRANSFER CO.

Located within four blocks of all principal freight depots.

GRAND RAPIDS, MICH.

"INSTANT SERVICE"

MERCHANDISE WAREHOUSE ONLY

We operate 36 horse-drawn vehicles and 12 motor trucks.
Orders received before noon shipped same day.

Pool Car Distribution

Private R. R. Siding Michigan Central R. R.
Free Switching

GRAND RAPIDS, MICH.

Kent Storage Company

Main Office and Warehouses
Front Avenue and Pennsylvania Tracks
Grand Rapids, Mich.

General Merchandise

Storage and Reforwarding
Six Warehouses Floor Space 200,000 sq. ft.
Pool Car Distributing
Light and Heavy Hauling (Power Trucks)
Trackage Capacity 30 Cars

Connections with All Lines—Private Sidings on
Penna. and Pere Marquette R.Rs.
Located in Center of Wholesale District Within
Three Blocks of All Freight Houses.

When You Need Better Service in Grand Rapids
Get in Touch with Us!

Insurance Rate 55c. per \$100.00 Annum.

Brick Construction — Automatic Sprinkler
System.

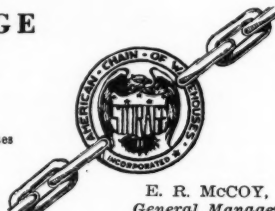
COLD STORAGE

500,000 Cubic Feet

Temperatures

Zero to 40 Above

Members of { American Chain of Warehouses
American Warehousemen's
Association



E. R. MCCOY,
General Manager

GRAND RAPIDS, MICH.

Elston Packing & Storage Co.

Storage household goods and merchandise. Seven warehouses
with over 200,000 sq. ft. of floor space.

Members of the Illinois Warehousemen's Assn., New York Ware-
housemen's Assn. and American Warehousemen's Assn.

GRAND RAPIDS, MICH.

GRAND RAPIDS, MICH.

Most Up-to-Date Warehouse in Michigan

Concrete Construction.
Absolutely Fireproof. Sprinkler Risk.
Lowest Warehouse Insurance Rate in State.
Track Capacity, 25 Cars.
Latest and Best Equipment for Handling.

General Merchandise Storage

Cartage Facilities.
High Grade Service Guaranteed.
Negotiable Warehouse Receipts Issued.
Pool Car Distribution.

Furniture Manufacturers Warehouse Co.
505-511 Fulton Street, West Grand Rapids, Mich.

The Men Who Distribute

McDougall Kitchen Cabinets

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

GRAND RAPIDS, MICH.

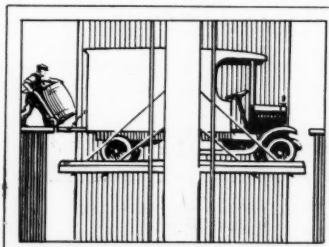
Who Wants This Business?

Every spring sees some families leaving Grand Rapids.
The average has been 750 for the last five years.
They leave the choice of receiving facilities to us,
generally.

Every spring an equal or greater number move to
Grand Rapids. We welcome them with careful hand-
ling, rapid transportation or clean, hygienic safe-
keeping of their household treasures.

Let's arrange to swap families. A letter written now
may give us each a nice piece of business. If you
have one for Grand Rapids, reciprocation is in order.

We Unload Direct
to Storage Floor



Richards Storage Company

Household Goods
Merchandise
Automobiles

GRAND RAPIDS, MICH.

Shank Fireproof Storage Company

Largest Fireproof Storage Warehouse in Western Michigan.
Merchandise and Household Goods.

Members I. F. W. A.

GRAND RAPIDS, MICH.

Most Complete Facilities
FOR
Storing, Moving, Distributing

Warehouse 128-138 Coldbrook St., 30,000 sq. feet Warehouse 1156 Plainfield Ave., 35,000 sq. feet.

**WESTERN MICHIGAN
TRANSFER & STORAGE CO.**

Grand Rapids, Michigan

ESTABLISHED 1909

EDWARD H. SCHANTZ, Secretary and Manager

LANSING, MICH.

THE LOGICAL DISTRIBUTING POINT
FOR POOL CAR SHIPMENTS IN MICHIGAN
COMMERCIAL AND FURNITURE STORAGE
7 MOTOR TRUCKS FOR TRANSFER SERVICE
Fireproof Storage & Transfer Co.

LANSING, MICH.

Lansing Storage Company

Exclusive Household Goods Storage
Moving, Packing, Shipping
Motor Van Service for Inter-city Work
"We know how"

412 No. Washington Ave., Lansing, Mich.

SAGINAW, MICH.

CENTRAL WAREHOUSE CO.
GENERAL WAREHOUSEMEN AND FORWARDERS
MERCHANDISE DISTRIBUTION

SPRINKLER SYSTEM

Private Sidings M. C. R. R.

SAGINAW, MICH. Office N. Michigan Ave.

DULUTH, MINN.

SECURITY STORAGE & VAN CO.,
14 EAST MICHIGAN ST.
STORAGE AND TRANSFER
OF HOUSEHOLD GOODS
AND MERCHANDISE
POOL CAR DISTRIBUTORS

Located on Terminal Tracks

No Switching Charge

The Men Who Distribute

Squibb's Toilet Articles

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

MINNEAPOLIS, MINN.

THE BOYD TRANSFER & STORAGE CO.

Minneapolis, Minnesota

NET RESOURCES \$450,000.00

Outstanding Facts About BOYD

Storage Plant Covering an entire City block.
Fireproof Warehouse for Household Goods with
1800 Rooms and Compartments.
Freight Depot on C. G. W. R. R. for Merchandise
Storage and Distribution. Trackage for Twenty
Cars
Largest Pool Car Forwarders in the Northwest.
Forty Motor and Horse-drawn Vans covering every
part of Minneapolis and St. Paul.

THIRTY YEARS EXPERIENCE

MINNEAPOLIS, MINN.

Both our fireproof and non-fireproof warehouses are located in the
downtown business district on direct railroad trackage.

**DISTRIBUTING AND WAREHOUSING
MERCHANDISE AND HOUSEHOLD GOODS
TRUCK SERVICE**

Regular Trips Between Twin Cities

Cameron Transfer and Storage Co.

Main Office, 420 Second Avenue South
Warehouses: 734 to 758 North Fourth Street

MINNEAPOLIS, MINN.

Merchandise Houses**FROM NOW ON**

Write your bills of lading with "KEDNEY, Minneapolis" on the
destination line.

That's a long time, yes, but not too long a time to enjoy the saving
and satisfaction you can have from distributing through KEDNEY.
Careful stowing and handling, intelligent routing, instant execution
of orders, a vindictive antipathy to error, and reports when
wanted (not merely when asked) as to stocks on hand are minor
features of KEDNEY service.

The absence of worry and grief—the presence of an additional
profit are the big features.

**KEDNEY
WAREHOUSE COMPANY, INC.**

10 Hennepin Avenue

Members of A. W. A., C. W. C., Minn. W. A.

MINNEAPOLIS, MINN.

Household Goods Branch

**KEDNEY
RECIPROCATES**

Under the energetic direction of Mr. C. W. Little, our household
goods warehouse is well under way. No doubt some consignments
could be sent you, were you to write us. Letters enclosing
bills of lading given preferred attention!

Prompt remittance of advanced charges is the keynote of our
policy with correspondents. Equally thorough and snappy are
the other features of our household goods service.

KEDNEY WAREHOUSE CO.

101 Third Ave., South, Minneapolis, Minn.

Member of A.W.A., M.W.A., C.W.C.

The Men Who Distribute

Climalene

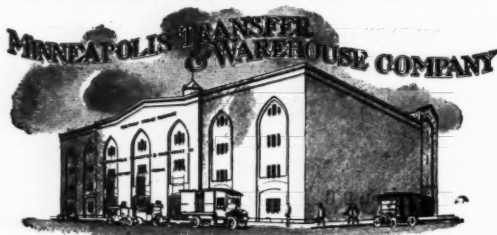
Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

MINNEAPOLIS, MINN.

1,500,000 CUBIC FEET
FIREPROOF

Lowest Insurance Rate in Minneapolis

Locked private fireproof rooms for storage of household goods. Pool car distributors. Complete fleet of vans and motor trucks.



ST. PAUL, MINN.

St. Paul

Minn.



Distributors and Handlers of
HOUSEHOLD GOODS

MINNEAPOLIS, MINN.

SECURITY WAREHOUSE COMPANY

Established 1883

MERCHANDISE STORAGE And DISTRIBUTION

For Minnesota and Northwestern States

**L. C. L. Shipments without
Cartage**

**Motor Truck Deliveries
Located in heart of whole-
sale district**

Minneapolis

ST. PAUL, MINN.

Your Patrons in the Northwest Demand Quick Service

Let us help you give it to them

We are at the natural gateway, at the junction of nine railroads, Minnesota Transfer, in Midway, a short distance from the jobbing and retail districts of both St. Paul and Minneapolis—giving complete accessibility from one stock to every point.

L. C. L. shipping without carting. Motor Trucks for local deliveries. Forty acres of ground. Six miles of trackage, operated by our electric locomotives.

**Merchandise Bonded and Cold Storage
Industrial Sites**

*Let us help you solve your distribution problem
in this territory.*

CENTRAL WAREHOUSE COMPANY

Office: 739 Pillsbury Avenue

St. Paul, Minn.

Members A. W. A., Central Warehousemen's Club and
Minnesota Warehousemen's Association

MINNEAPOLIS, MINN.

Skellet of Minneapolis

deserves a place at the head of your Minneapolis list. A new warehouse, modern in every detail, and operated by experienced men along most efficient lines. Open storage and private rooms; centrally located on private side track: 21 vans and trucks. Our facilities and service warrant your investigation. We have the knack of making newcomers welcome.

Members: N. F. W. A. A. W. A. Central Club

SKELLETT COMPANY

201 South Fifth Street

Minneapolis, Minn.

We operate Ballard Company in St. Paul

ST. PAUL, MINN.

Merchandise Houses

Become a Convert—

St. Paul has made a number of pleased converts among traffic managers. So far none of them have fallen by the wayside.

It will not take long to discover why you have gotten in step with this contented group. For ten years we have made a study of your distribution problems and only an actual test of our service will show you to what extent we have met such problems. Look to this territory for splendid business in the coming new year and carry your stocks accordingly.

KEDNEY WAREHOUSE COMPANY, Inc.

Ninth and Pine Streets

St. Paul, Minn.

Member of AWA, CWC, MINN WA

ST. PAUL, MINN.

FIDELITY STORAGE & TRANSFER Co.
HIGH GRADE STORAGE ACCOMMODATIONS.

Office, 310-312 Cedar St.

Pooled Cars Distributed, Four Track Warehouses,
Merchandise and Household Goods

ST. PAUL, MINN.

**ST. PAUL TERMINAL
WAREHOUSE COMPANY**New, clean, fireproof warehouses.
Located centrally in jobbing district.
LCL shipping without cartage.
Motor Trucks for store door delivery.
Bonded to the State.**Merchandise Storage and Distribution****ST. PAUL**

JACKSON, MISS.

**RICKS
STORAGE & DISTRIBUTING
COMPANY**

Located at the logical distributing point for Mississippi. Merchandise storage and prompt distribution of pool cars. Modern brick building on Illinois Central Railroad siding. Motor Truck Service.

JACKSON, MISS.

**Wright Transfer
Company**Office, 261 Pearl Street
Jackson, Mississippi**Storage and Distribution
Merchandise and Household
Goods****Special Attention to Pool Shipments****13 Years Experience****"FOR RIGHT SERVICE SHIP TO WRIGHT"**

VICKSBURG, MISS.

Storage and Forwarding

Convenient to all rail-roads and tracks to warehouse.

Sprinkler system insures low insurance.

Capacity 125 cars.

Government Barge Line Terminal located here.

**FELD BROS. & CO.,
VICKSBURG, MISS.****"Located on Mississippi River"**

JOPLIN, MO.

Tonnies Transfer & Storage Co.
1027-43 Virginia Ave. Joplin, Mo.Distribution and storage of merchandise
Fireproof warehouses—Motor van service
On railroad siding—Lowest Insurance rates**PACKING—STORAGE—SHIPPING**

The Men Who Distribute

Oakley ChemicalsRead **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

KANSAS CITY, MO.

FOR GENUINE PERSONAL SERVICE

Ship to

Baltimore Transfer & Storage Co.
2030 Baltimore Ave., Kansas City, Mo.

Factory and Carload Distributors All Classes Merchandise

KANSAS CITY, MO.

WHO'S HILL?

He's a furniture warehouseman who knows his business, and turns that knowledge to profit for his correspondents.

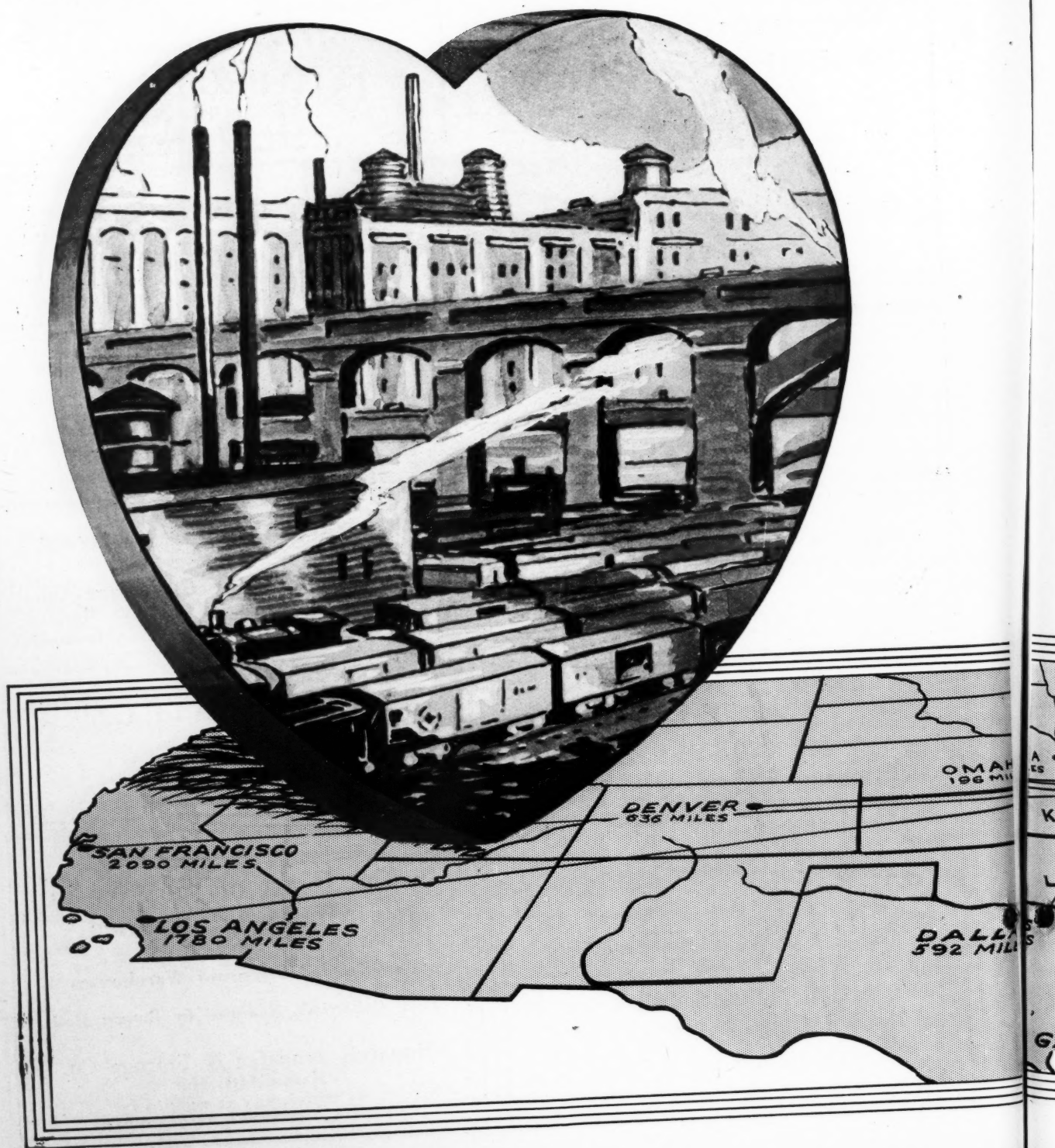
J. G. HILL

9th and Woodland Ave., Kansas City, Mo.

KANSAS CITY, MO.

**In the Heart of the City in
the "Heart of America"****Two Bonded Fireproof Warehouses****Your Collections Remitted by Return Mail****Monarch Transfer & Storage Co.**
Kansas City, Mo.ON 31st STREET AT MICHIGAN
ON MAIN STREET AT THIRTY-NINTH

Use KANSAS CITY



the Heart of America

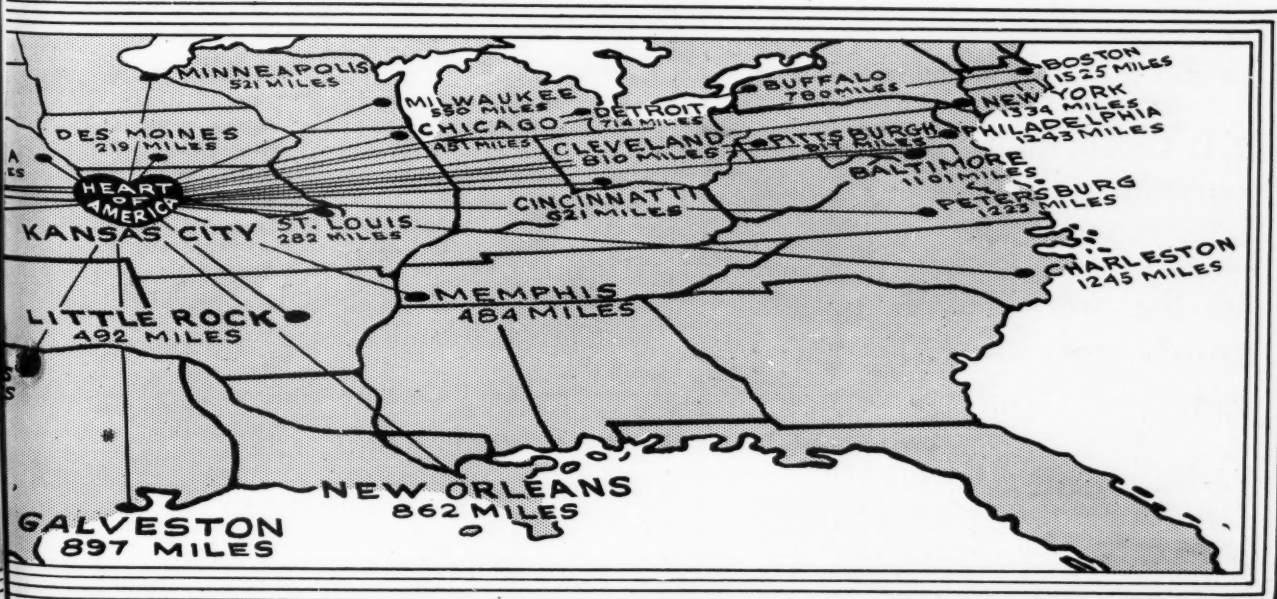
Every Complete Plan of Distribution Includes Kansas City

HOUSEHOLD GOODS COMPANIES

- L. Leritz & Son Storage & Moving Co.,
Kansas City, Mo.
- Monarch Transfer & Storage Co.,
Kansas City, Mo.
- Perky Bros. Transfer & Storage Co.,
Kansas City, Mo.
- A. B. C. Fireproof Warehouse Co.,
Kansas City, Mo.
- Groves Fireproof Warehouse Co.,
Kansas City, Mo.
- Lincoln Fireproof Storage Co.,
Kansas City, Mo.
- J. R. Hulse Storage & Transfer Co.,
Kansas City, Mo.
- Beebe Storage & Moving Co.,
Kansas City, Mo.
- D. A. Morr Transfer & Storage Co.,
Kansas City, Mo.

MERCHANDISE WAREHOUSE COMPANIES

- Central Storage Company,
Kansas City, Mo.
- Adams Transfer & Storage Co.,
Kansas City, Mo.
- Crooks Terminal Warehouses,
Operating Broker's Office & Warehouse
- L. T. Crutcher Warehouse
- Security Warehouse
- Southwest Warehouse



ST. LOUIS, MO.

*The Factor
That Makes*

ST. LOUIS

The Incomparable Gateway to the West and Southwest

Unequalled System of
Facilities for Handling

Distributed Cars

Storage

Forwarding

Baggage

Drayage

Modern merchandise storage warehouse occupying entire city block in the heart of the wholesale and jobbing district—120,000 square feet devoted to storage—low insurance rate—exceptional facilities for prompt forwarding of shipments to extensive trade territory.

Ten Warehouses

50 Tractors

150 Semi-Trailers

75 Motor Trucks

300 Wagons

ALL OPERATED BY THE

COLUMBIA TERMINALS COMPANY

15,000 TONS
STORAGE CAPACITY

Write for Booklet

WE LEASE MOTOR TRUCKS
BY HOUR, DAY OR CONTRACT

ST. LOUIS, MO.

Four of St. Louis' oldest and largest household goods warehouses under "GENERAL" management.

Langan & Taylor Storage & Moving Co.

R. U. Leonori Auction & Storage Co.

American Storage & Moving Co.

J. Brown Storage Co.

In the world of household goods warehousing, these words are synonyms —

SAINT
LOUIS
MISSOURI

&

GENERAL
WAREHOUSING
COMPANY

ST. LOUIS, MO.

BEN A. LANGAN FIREPROOF STORAGE CO.

5201 to 5209 Delmar Ave.
ST. LOUIS

Expert Movers and Forwarders of
HOUSEHOLD GOODS

Our Auto Var. Service is Unexcelled
Your Interests Will Be Safely Guarded

ST. LOUIS, MO.

THE MCPHEETERS WAREHOUSE COMPANY MERCHANDISE STORAGE AND DISTRIBUTORS

Trackage Capacity—Eleven Cars

ST. LOUIS, MO.

JOHN C. CROTHERS

Secretary and General Manager

ST. LOUIS, MO.

Play With The Major Leaguers

Join the Goodly Company of Our
Patrons

Ralston's Purina	Velvet Egg
Mutual Wheels	Amaizo Oil
Hoffman Machines	French Batteries
Blatchford Metals	Universal Gas Ranges
Arm & Hammer Soda	Premier Salad
Cascarets	Dressing
3 in 1 Oil	Hercules Turpentine
Diamalt	United Carbide
Florence Stoves	Save Electric Bulbs
Sunshine Soda	Beaver Board
Ruberoid Roofing	Peerless Fans

and many others

S. N. LONG WAREHOUSE

St. Louis, Mo.

ST. LOUIS, MO.

The St. Louis Gateway.

Goods laid down on our floors in St. Louis are within a few hours of a million and a half purchasers, while 775,000 are right outside the doors. With our downtown location and excellent re-shipping facilities you can serve this mammoth population at minimum expense. We co-operate in serving your interests in this territory. We make a specialty of the storage of automobiles.



Pennsylvania Terminal Warehouse Co.
of St. Louis, Missouri.

R. F. Abernathy, Resident Mgr.

LINCOLN, NEBR.

Globe Delivery Co.

Merchandise and Furniture Storage
Distributors and Forwarders
5 Warehouses—Trackage

Write us for explanation of Lincoln's advantages as a distribution center

OMAHA, NEBR.

BEKINS OMAHA VAN and STORAGE

Household Goods and Merchandise

16th and Leavenworth St., OMAHA, NEBR.

OMAHA, NEBR.

FIDELITY STORAGE & VAN CO.

1107-11 HOWARD STREET

Exclusive Household Storage

Removals — Packing — Forwarding

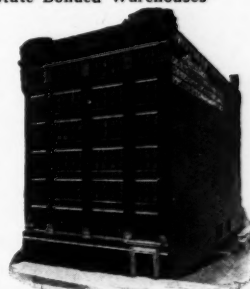
All Collections Promptly Remitted

MEMBERS { American Warehousemen's Association
Central Warehousemen's Club
National Furniture Warehousemen's Association

OMAHA, NEBR.

State Bonded Warehouses

Complete equipment, manned by capable, experienced crews, captained by seasoned warehousemen, are at your service here. Whatever you expect of a warehouse you may expect of Ford, and find it done in the best manner possible.



813 Douglas St.

FORD

"Gets There Regardless"

Transfer & Storage Co.

Local Shipments Efficiently Handled by 17 Trucks
Private Sidings
Pool Car Distribution and Re-forwarding
Fireproof Storage
Moving Packing Shipping



700 So. Main St.

Omaha

813 Douglas Street

Council Bluffs

700 S. Main Street

The Men Who Distribute

Swift & Co. Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

OMAHA, NEB.

GORDON**Fireproof Warehouse & Van Co.**

Main Office: 219 North 11th Street

Four warehouses on track, equipped with automatic sprinkler systems.

Accommodations for brokers, jobbers, automobile manufacturers, etc.

Household Goods Packed, Stored and Forwarded

MEMBER:

American Warehousemen's Association.
Central Warehousemen's Club.
National Furniture Warehousemen's Association.

EAST ORANGE, N. J.

JACOB DIETRICH**Storage, Moving, Packing and Shipping**
Oranges and Maplewood—Padded Motor VansMy satisfied customers cover a period
of over 30 years. Shipments solicited.

47 No. Grove Street, EAST ORANGE

EAST ORANGE, N. J.

Established 1887 R. T. BLAUVELT, President

Lincoln Storage Warehouses

FIREPROOF NON-FIREPROOF MOTOR EQUIPMENT

Members of the American Warehousemen's Association and
National Furniture Warehousemen's Association

Principal Office, 85 MAIN STREET

OMAHA, NEB.

**Pacific Storage &
Warehouse Co.**

1007-9-11 JONES STREET

Merchandise Storage and Distribution

Pool cars solicited

Private Siding

Motor Trucks

Our Warehouse is in the Center
of the Jobbing and Business District.**Service That Satisfies Is Our Motto**Members of the Central Warehousemen's Club,
American Warehousemen's Ass'n.

HACKENSACK, N. J.

SIMPSON EXPRESS COMPANY

W. C. Simpson, Prop.

STORAGE PACKING SHIPPING

Serving Hackensack and adjacent
territory. Long distance moving.

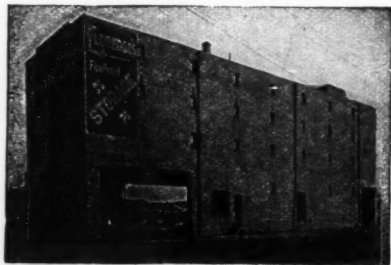
JERSEY CITY, N. J.

GOODMAN WAREHOUSE CORP.
Fireproof StorageFor Shipments of Household Goods and Merchandise in Jersey
City and Greater New York
Accessible to All Railroads

For Information See Directory (December Issue, Page 207).

JERSEY CITY OFFICE.....NEW JERSEY
BATONNENEW JERSEY

ATLANTIC CITY, N. J.

**ELDRIDGE EXPRESS and STORAGE
WAREHOUSE CO.**Office: 110 N. South Cardina Avenue
Inter-City Auto Service Heavy HaulingRailroad
Siding and
Storage YardStorage for
Goods and
Merchandise

Piano Moving

Phone 108

ATLANTIC CITY, N. J.

National Storage Warehouse Co.

1808-12 BALTIMORE AVENUE

300 Separate Rooms—

Moving, Crating, Storage of
Household Goods Exclusively

Pierce-Arrow trucks for long distance work. Goods insured in transit.

CAMDEN, N. J.

Wm. Rommel, Jr., Genl. Manager

South Jersey Warehouse Company

1300 Pine St.

General Merchandise Only.

Warehouse Receipts Issued.

Direct Penn. R. R. Siding.

Pool Car Distribution

Motor truck service for Philadelphia and South Jersey deliveries

Moral—Use a Warehouse

SOME of us have heard of the business depression which is said to have followed the late unpleasantness. The big boss of a farm implement concern found that he had his forty acres about filled with tractors. His salesmen weren't sending in anything except excuses and expense accounts and he began to have an awful pain in the spot where his income tax used to grow. His superintendent told him that the back lot leaked when it rained and anyway a perfectly good tractor wasn't supposed to stand outdoors until after it was safely in the hands of some of the agricultural bloc, but he knew his business and instead of storing them in a public warehouse he let them stand until cotton went up and then put them in the factory and built them over again.—Sid Smith.

KEARNY, N. J.

Direct connections with the wide world

TO the 9½ miles of switches and sidings in the Shupe Terminal come railways from any part of America.

At its spacious wharves freighters find deep water to carry them to any part of the world.

Five miles from New York City and within two hours, by truck, of any part of the metropolitan area, the Shupe Terminal offers exceptionally rapid and economical distributing facilities.

4,000,000 cubic feet of storage space in roomy, modern warehouses.

If you are interested in warehousing under conditions that are unsurpassed for convenience, economy and courteous attention, write for further information.

SHUPE TERMINAL CORPORATION

LINCOLN HIGHWAY AND PASSAIC RIVER, KEARNY (NEWARK), N. J.—FIVE MILES TO TIMES SQUARE

NEWARK—EAST ORANGE, N. J.

Ship Through Us for Newark and Surrounding Territory

Long Distance Moving a Specialty
STORAGE PACKING MOVING SHIPPING
COLUMBIA STORAGE WAREHOUSES INCORPORATED

NEWARK, N. J.

Estab. 1850 Jos. V. Lupo, Pres. & Treas.
John F. Lupo, Sec.

JOB De CAMP, INC.
80 PARK PLACE

Transfer of Household Goods Storage of Household Goods
Freight, Heavy Haulage, Mdse., New Autos, Imple-
Motor Service ments, Yard Storage.

Factory Distributors
Member of N. J. F. W. A. and N. F. W. A.

NEWARK, N. J.

JOS. J. KROEGER

Tel. Market 7372

Storage—Fireproof or Non-Fireproof
Motor Trucks for Long Distance Moving
473-479 Twelfth Ave.

The Men Who Distribute

Mellin's Food

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

NEWARK, N. J.

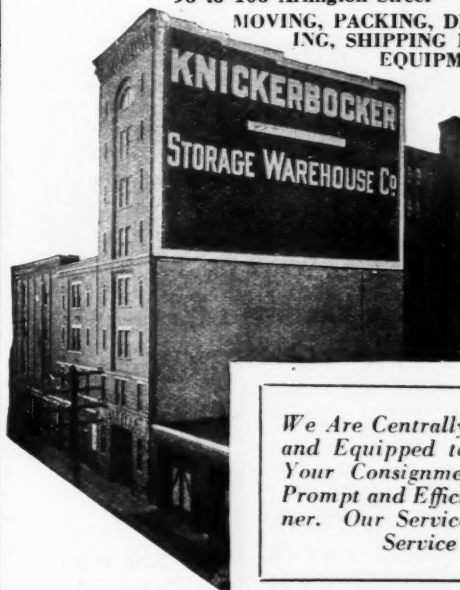
JOHN MULLIGAN, Pres. WILLIAM MULLIGAN, Vice-Pres.
JAMES E. MULLIGAN, Sec. and Mgr.

Ship to Newark's Leading Furniture and Merchandise Warehouse

Knickerbocker Storage Warehouse Company

96 to 106 Arlington Street

MOVING, PACKING, DISTRIBUT-
ING, SHIPPING MOTOR
EQUIPMENT



Members
N. F. W. A.
and
N. J. F. W. A.

*We Are Centrally Located
and Equipped to Handle
Your Consignments in a
Prompt and Efficient Man-
ner. Our Service Is Real
Service*

NEWARK, N. J.

Lehigh Warehouse & Transportation Co., Inc.

118 Frelinghuysen Ave., Newark, N. J.

*Storage and Distribution of
General Merchandise*

Lehigh Valley Siding

*Motor Trucks for Local and Long
Distance Work.*

Members: American Warehousemen's Ass'n

NEWARK, N. J.

CONSIDER the service we offer before you select your warehouse:

Fireproof warehouses—Lowest insurance rates—Warehouse receipts issued—A fleet of motor trucks at your service daily—Warehouses located near Port Newark Terminal.

Mooney's Newark and New York Express

34-43 Van Buren Street, Newark, N. J.

Est. 1882

Phones 4370-1 Mulberry

NEWARK, N. J.

New Jersey Warehouse Company, Inc.

237-239 Ridgewood Ave.

322-24 Badger Ave.

General Merchandise Only.

Pool Car Distribution.

Direct Penna. R. R. Siding

Modern Constructed Warehouse

NEWARK, N. J.

ROSEVILLE STORAGE CO.

MOVING, PACKING and SHIPPING
of HOUSEHOLD GOODS

22-24-26 Cabinet St., Newark, N. J.

Frank J. McGrath, Pres.

Thos. A. McGrath, Treas.

The Men Who Distribute
**Keystone Wire & Steel
Products**

Read DISTRIBUTION & WAREHOUSING
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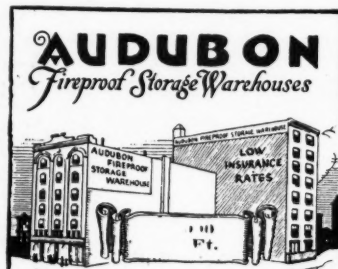
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OGDENSBURG, N. Y.

DELOR DOE

Truckman and Warehouseman

Pool Cars and Distribution. Storage for Out-of-Town Concerns. General Trucking and Storage of Household Goods, Merchandise, Safes, Machinery, Pianos.

21 ROSSEEL ST.

OGDENSBURG, N. Y.

POUGHKEEPSIE, N. Y.

**Birrer Motor Freight
&
Transportation Co., Inc.**

Poughkeepsie and New York Express
Moving Hauling Shipping
Concrete Distributing Warehouse
Pool Cars

Office and Warehouse, 574-576 MAIN ST.

PHONE 2059

ROCHESTER, N. Y.

Arthur S. Blanchard, President and Treasurer

Blanchard Storage Co., Inc.

Storage
Moving

HOUSEHOLD GOODS

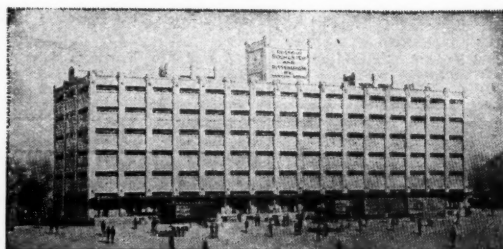
Packing
Shipping

Rochester "Chief" Rug and Carpet Cleaners

Allen and N. Washington Streets

Members New York and Illinois Furniture Warehousemen's Association

ROCHESTER, N. Y.



**General Merchandise
Storage**

DISTRIBUTION AND FORWARDING

Insurance Rate 12c.

Service That Brings Results

B. R. & P. Warehouse, Inc.

E. D. Davis, President

Rochester, N. Y.

ROCHESTER, N. Y.

J. C. Clancy Carting Company

Service Since 1885

Office: Webster Cor. Grand Ave.

Household Goods—General Merchandise

Fleet of Motor Trucks for Local and Long Distance Work

ROCHESTER, N. Y.

SAM GOTTRY CARTING CO.

Office: POWERS BLDG.

Household Goods and General Merchandise

Direct Siding: Rome, Watertown & Ogdensburg R. R. (Branch N. Y. C.)

Pool Car Shipments—Motor Truck Equipment for Handling All Heavy Work

Specialize—Glucose, Paper, Machinery, Sugar, Pails

ROCHESTER, N. Y.

Storage, transfer and forwarding of general merchandise. Only warehouse situated in center of city on N. Y. C. R. R. siding. Equipped with sprinkler system. Lowest insurance rates.

MONROE WAREHOUSE CO., INC.,

55-83 Railroad Street

Rochester, N. Y.

ROCHESTER, N. Y.

ROCHESTER CARTING CO.Members New York Warehousemen's Association
Distributors of Car Load FreightUnsurpassed facilities for Storing, Transferring and Forwarding
Merchandise and Household Goods
Two Large Storage Warehouses

162-164 ANDREWS STREET

ROCHESTER, N. Y.

JOSEPH A. SCHANTZ CO.

171 to 219 Central Avenue

Separate Fireproof Locker Rooms. Motor Vans
for City and Long Distance Moving. Storage
and Packing Household Goods. Warehouse
Space. Negotiable Receipts Issued.

Member New York Warehousemen's Assn.

SCHENECTADY, N. Y.

CAMPBELL'S WAREHOUSE

740 Brandywine Ave.

Founded 1902

PACKING, SHIPPING and STORAGE of HOUSEHOLD
GOODS EXCLUSIVELY

Correspondence invited

SCHENECTADY, N. Y.

J. A. RUDD

911 BRANDYWINE AVE.

NEW FIREPROOF WAREHOUSE
PACKING, CRATING, SHIPPING
LONG DISTANCE HAULING
CORRESPONDENCE SOLICITED

SCHENECTADY, N. Y.

Lights and Hauls the WorldWe don't light the world, but we pack,
crate and ship H. H. Goods to all parts
of the world.Exclusive H. H. Goods Storage Ware-
house.**NEIL F. RYAN***We Move Anything Anywhere*Storage Warehouse:
228-234 BroadwayFleet of Fourteen Trucks and
Vans. Local and Long Dis-
tance Hauling.

SCHENECTADY, N. Y.

W. CADY SMITH

114 Wall Street

Household Goods Moved, Stored, Packed and Shipped
General Merchandise Distributors for Manufacturers and
Wholesalers

Daily Express Service Between Albany and Schenectady

SYRACUSE, N. Y.

Flagg Storage Warehouse**TWO FIREPROOF WAREHOUSES**STORAGE OF GENERAL MERCHANDISE
and HOUSEHOLD GOODSWe are in position to render quick and efficient
service.Centrally located to all jobbers and freight
houses.

Correspondence Solicited.

100 Townsend St.

Syracuse, N. Y.

SYRACUSE, N. Y.

King Storage Warehouse, Inc.

Opposite N. Y. C. West St. Station

**COMMERCIAL and FURNITURE
STORAGE
PRIVATE RAILROAD SIDINGS****DISTRIBUTING SERVICE**Carload or less carload shipments will receive prompt and care-
ful attention. This branch of warehousing has been a specialty
with us for over twenty years. We maintain our own delivery
service.**HOUSEHOLD GOODS**We solicit your Syracuse business. Motor delivery service.
Careful attention to collections. Satisfaction to yourself and
customer guaranteed.**FOR SAFETY WE SHIP FURNITURE IN THE KING SHIPPING
CASE**

358-376 West Water St.

MEMBERSAmerican Warehousemen's Association
National Furniture Warehousemen's Association

The Men Who Distribute

Campbell SoupsRead **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

TROY, N. Y.

Railway Terminal Warehouse & Storage Co.

TROY, N. Y.

Warehousing and Storage
Trucking and Transfer Agents
Handling and Distributing of Pool Cars
OFFICE AND WAREHOUSES: LOWER PAINE ST.
GREEN ISLAND, N. Y.

UTICA, N. Y.

In Utica it is

"Jones of Utica"

Special attention given to Merchandise Distribution and Pool Car shipments, also Household Goods shipments.

Members of American Warehousemen's Association, National Furniture Warehousemen's Association, New York State Warehousemen's Association and Central New York Warehousemen's Club.

**JONES-CLARK TRUCKING and
STORAGE CO., Inc.**
127-135 Hotel St.

WATERTOWN, N. Y.

WINSLOW TRUCKING CO., Inc.
GENERAL STORAGE, TRUCKING AND TRANSFER
FIREPROOF WAREHOUSE LARGEST IN NORTHERN NEW YORK
Moving, Packing, Shipping
Members: N. F. W. A. and A. W. A.

YONKERS, N. Y.

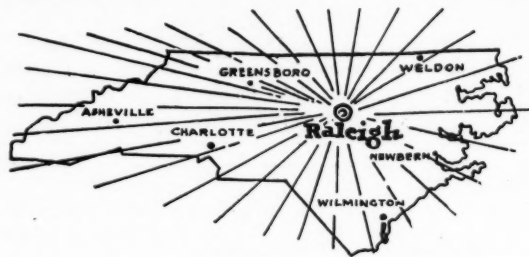
McCann's Storage Warehouse Co.
3 MILL ST.
Fireproof Storage Warehouse
Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

GREENSBORO, N. C.

THE GATE CITY TO NORTH CAROLINA
AND THE SOUTHEAST
Population within 100 miles 2,500,000
MODERN FIREPROOF BONDED WAREHOUSES
120,000 Sq. Ft. Floor Space Private Railway Siding
Merchandise Storage and Distributing
Greensboro Warehouse & Storage Company

The Men Who Distribute
Pepsodent Tooth Paste
Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

RALEIGH, N. C.



RALEIGH, in the heart of the new south, is the logical distribution point for shipments to this territory. It is centrally located and reaches a population of over one million, five hundred thousand within a radius of 100 miles. Raleigh has excellent railroad service and re-shipping facilities.

We store, reship and distribute all classes of freight in this territory. We have modern, brick warehouses located directly on the railroad tracks and specialize in pool car distribution.

CAROLINA
STORAGE AND DISTRIBUTING COMPANY
(BONDED)

FARGO, N. D.

Union Transfer Company, Fargo, N. Dak.
Complete services, merchandise, agricultural implements, and household goods. Also pool-cars. Three warehouses. No car switching charges.
806-810 Nor. Pac. Ave.

GRAND FORKS, N. D.

The most strategic point between Great Falls and the Twin Cities where rail connections and distribution facilities properly and economically cover the wheat country.

**KEDNEY WAREHOUSE
COMPANY, Inc.**
Members of A. W. A., C. W. C., Minn. W. A.

AKRON, OHIO

Knickerbocker Storage Co.
12 Cherry St., Akron, Ohio

Furniture & Household Storage, Merchandise, Moving, Packing, Shipping, Pool Car Distribution. Motor Truck Equipment. Erie Railroad Connection.

T. W. PIFER, Owner and Manager

The Men Who Distribute
H. O. Cereal
Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

AKRON, OHIO

THE UNION
Fireproof Company Warehouse
Akron, O.



239 E. MILL STREET

New Fireproof Furniture Warehouse
Motor Van Service Packing

"One of the Cotter Warehouses"

AKRON, OHIO

THE UNION
Terminal Warehouses
754 Brook Street

MERCHANDISE DISTRIBUTION
POOL CAR SHIPMENTS



Private Siding, Pennsylvania
R. R.: Free Switching from
B. & O. R. R., Erie R. R. and
A. C. & Y. R. R.

Motor Delivery Service

"One of the
Cotter Warehouses"



CANTON, OHIO

The Cummins Storage Co.

Cor. 4th and Walnut St., S. E.
CANTON, OHIO

General Merchandise, Distribution and
Household Goods Storage.

Fireproof and Non-Fireproof Build-
ings. Private Steel Lockers.

Unsurpassed facilities for handling pool car and
car load shipments.

Railroad Sidings
Logical Distributor for this Section

CINCINNATI, OHIO

THE CINCINNATI TOBACCO
WAREHOUSE CO.

Main Office: 7 W. Front Street
CINCINNATI, OHIO

—STORAGE—

Three Large Warehouses

RAILWAY SIDE TRACK ALONG ENTIRE FRONT

CINCINNATI } OHIO
NORWOOD }

CONSIGN YOUR SHIPMENTS
FOR CINCINNATI AND
NORWOOD, OHIO, TO

THE NORWOOD TRANSFER CO.

MOVING—PACKING—STORAGE OF HOUSEHOLD GOODS
POOL CAR DISTRIBUTION OF MERCHANDISE

MOTOR TRUCK SERVICE

OFFICE: 4416 Main Ave., NORWOOD, OHIO
WAREHOUSE: Madison Ave. and C. L. & N. R. R.

Members:
Ohio Warehousing Association National Furniture Warehousemen's Association

CINCINNATI, OHIO

FRED PAGELS

Fireproof and Non-Fireproof

Business Established in 1867 and built up by

A SERVICE THAT SATISFIES

Prompt Deliveries by Motor
Complete Transfer Facilities

Member
of
National Furniture
Warehousemen's
Association
and
Ohio Furniture
Warehousemen's
Association



937 West 8th St.

Four blocks from
any R. R. entering
Cincinnati.

CINCINNATI, OHIO

**A Good Reputation of
Long Standing**



Ever since distribution needs of modern caliber have been
felt, the Panhandle Warehouses have been satisfying them.
This long record of service rendered with satisfaction is a
guarantee to you of the sort of treatment you may expect
in transhipping through us. Low insurance, absence of
trucking charges on most of our rerouting, and speed,
are good cause for you to entrust your warehousing in-
terests to us.

Panhandle Storage Warehouse
Cincinnati, Ohio.

J. F. Upperman, Resident Manager

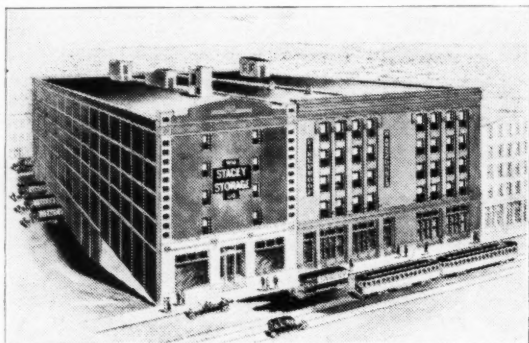
The Men Who Distribute

Globe Soap

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

CINCINNATI, OHIO

Cincinnati's Leading Warehouse
Stacey Service
 is the
Best



150,000 SQ. FEET

**Storage
 Packing**

**Hauling
 Shipping**

Send us your consignments; we will take care of your interests

The Wm. Stacey Storage Co.
 2329-2339 Gilbert Ave.

Members of The National Furniture Warehousemen's Association

CLEVELAND, OHIO

THE CLEVELAND STORAGE CO.

Established 1884

Offices: Guardian Building

Mercantile Storage Only

Pool Cars for Distribution
 and Reshipment

Convenient to Business and Shipping District

LOW INSURANCE RATES
 Sprinkler System

3 Warehouses, Private Siding,
 C. C. C. & St. L. R. R.

CINCINNATI, OHIO

Established 1858

We are equipped to handle carloads and less than carloads for out of town firms. Warehouse on Pennsylvania Railroad. Motor Truck and Team Service.

WALLACE TRANSFER & FORWARDING CO.
 222 and 224 East Front Street

CINCINNATI, OHIO

THE ZEIGLER SCHAEFER COMPANY

(Inc'P'D.)

Fireproof and Non-Fireproof Storage

Over 100,000 square feet in the heart of Cincinnati

Let Us Store, Move, Pack, Ship or Distribute Your
 Automobiles, Furniture and Merchandise

2000-2020 ELM ST.

Est. 1899

The Men Who Distribute

Kelly-Springfield Tires

Read DISTRIBUTION & WAREHOUSING
 and consult the Shippers' Index

The Men Who Distribute

Gulf Lubricants

Read DISTRIBUTION & WAREHOUSING
 and consult the Shippers' Index

CLEVELAND, OHIO

The Curtis Bro.'s Transfer Company

French, Winter and Fall Streets
CLEVELAND, OHIO

Mercantile Storage and General Trucking

Low Insurance

Sprinkler System

Private Siding on

C., C. & St. L. R. R.

Pool Cars for Distribution

Motor Truck Service

CLEVELAND, OHIO

The Ninth Street Terminal Warehouse Company 1200 West 9th St., Cleveland, Ohio



OHIO'S LARGEST WAREHOUSE

3,500,000 Cubic Feet GENERAL STORAGE

1,500,000 Cubic Feet COLD STORAGE

We have a 63-car railroad track capacity.

We have a new fireproof, sprinklered building.

We are centrally located in the down-town district.

We have storage-in-transit privileges.

The Big Four Railroad has its office and freight house with us.

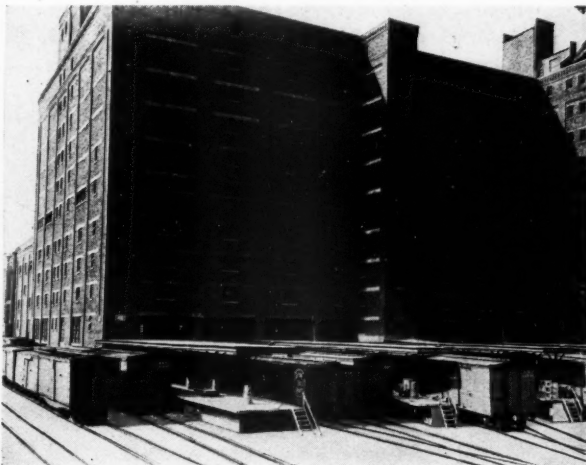
We have free switching from all other railroads.

We do a merchandising, distributing and pool car business.

We have offices available for brokers, manufacturers' agents or branch managers.

Wholesalers and manufacturers store with us.

We have low insurance rates.



WM. J. HOGAN
President and Gen'l Manager



A. B. EFROYMSON
General Superintendent

CLEVELAND, OHIO

Ship Your Cleveland Freight

Direct care Gregg Cartage Co. Freight to and from Depots.
Storage and delivery on request.

Distribution of Samples, Packages and Circulars.

GREGG CARTAGE CO.

502 Prospect Fourth Bldg., CLEVELAND, OHIO

CLEVELAND, OHIO

**Lederer Has Something in
Store for You**

MERCANTILE STORAGE AND DISTRIBUTION

**LEDERER TERMINAL
WAREHOUSE COMPANY**



CLEVELAND, OHIO

**THE LIBERTY
CARTAGE CO.**

422-4 FRANKFORT AVE.

CLEVELAND, OHIO

MERCANTILE STORAGE

CARLOAD

CONSOLIDATING

DISTRIBUTING

FORWARDING

FREIGHT HANDLERS

CITY DELIVERIES

AFFILIATIONS

PENNOYER FREIGHT SERVICE

MEMBER

American Warehousemen's Assn.

National Team & Motor Truck Owners' Ass'n.

The Men Who Distribute

Crossman Seeds

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

Moral—Use Warehouses

THE manager of a western branch of a large eastern house was recently called upon to discharge several salesmen and cut down his branch house force in an effort to effect economies which would leave something for the stockholders at the end of the year. Following instructions he discharged salesmen, stenographers, clerks and cut his warehouse force down to the lowest possible point and then, on reviewing the situation, he found it about as follows:

Having discharged his salesmen his orders naturally fell off to an alarming extent and on account of the changes in his organization he found it necessary to spend a very large portion of his time looking after detail work which should have been cared for by an employe at a nominal salary.

As he had charge of all sales this of course further reduced the output and he found his rent was entirely out of proportion to his income. A further study of his business developed the fact that his cost for branch house service, not including sales expense or office rental ran nearly \$250 for each car handled. Inquiry showed that he could handle his product through an established public warehouse where every detail of handling, storage and shipping could be cared for at from \$60 to \$75 per car and included in this cost was the supervision which had taken so much of his time.

Acting on the information secured he has disposed of his lease, placed his stock with a warehouse, re-employed some of his salesmen and is again going after business. Under the new method he finds it possible to arrive at an exact cost for handling spot stocks as compared with an estimated cost under the old method.—*Sid Smith.*

Cleveland

MEMBERS OF NATIONAL FURNITURE WAREHOUSEMEN'S ASSOCIATION

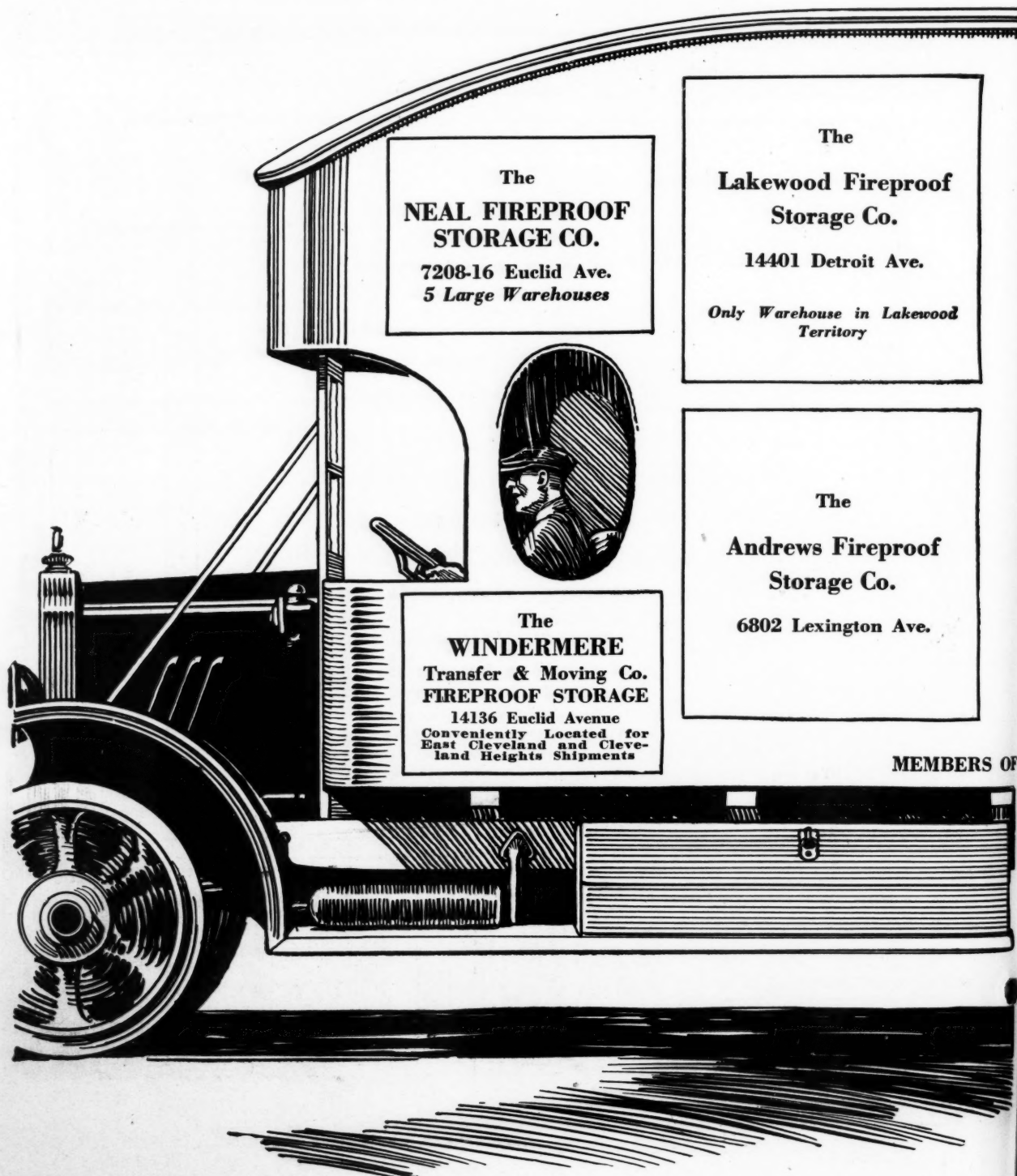
Announcement

THE Cleveland Warehousemen sharing these three pages are notable among the furniture warehouses of Cleveland for a superiority of service that is equalled in few other cities. No matter what particular feature of furniture handling is called for by your customer, these houses can supply it. When shipping into Cleveland, get in touch with A MEMBER OF THE CLEVELAND FURNITURE WAREHOUSEMEN'S ASSOCIATION.



Cleveland

MEMBERS OF NATIONAL FURNITURE WAREHOUSEMEN'S ASSOCIATION



**The
NEAL FIREPROOF
STORAGE CO.**

7208-16 Euclid Ave.
5 Large Warehouses

**The
Lakewood Fireproof
Storage Co.**

14401 Detroit Ave.

*Only Warehouse in Lakewood
Territory*

**The
Andrews Fireproof
Storage Co.**

6802 Lexington Ave.

**The
WINDERMERE
Transfer & Moving Co.
FIREPROOF STORAGE**
14136 Euclid Avenue
Conveniently Located for
East Cleveland and Cleve-
land Heights Shipments

MEMBERS OF

Cleve

Fifth City

JOHN BECKER
Fireproof Storage
2055 W. 41st Street

The
**KNICKERBOCKER
STORAGE CO.**
7724 Detroit Ave.

Established 1905

The
**Lincoln Fireproof
Storage Co.**
5660-5704 Euclid Ave.

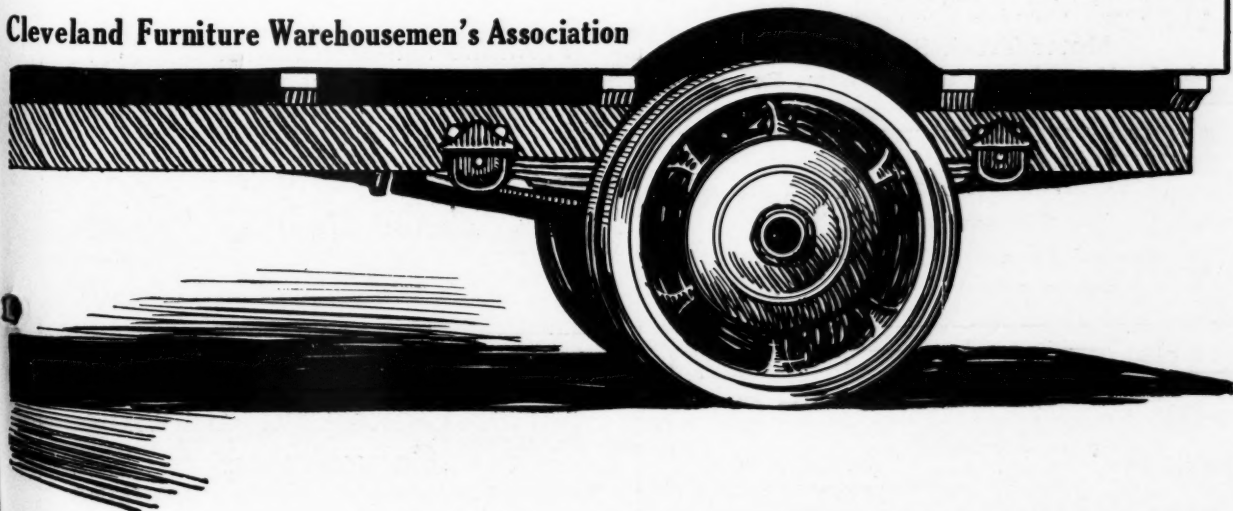
Geo. A. Rutherford, President
W. R. Thomas, Vice-President
W. H. Turner, Sec. & Treas.

The
**REDHEAD
STORAGE CO.**
11605-9 Euclid Ave.

**LAKESHORE
MOVING AND
STORAGE CO.**
664 East 105th St.

The
**Scott Bros. Fireproof
Storage Co.**
1838-40 East 55th St.

Cleveland Furniture Warehousemen's Association



COLUMBUS, OHIO

The W. Lee Cotter Warehouse Co.

Operating the
**COLUMBUS
TERMINAL WAREHOUSES**
(seven of them)

**FIREPROOF AND
NON-FIREPROOF**

**MERCHANDISE STORAGE
AND DISTRIBUTION**



*Save 35% to 50% by
shipping in car lots*

COLUMBUS, OHIO

Safety First

The Fireproof Warehouse & Storage Company

1018-30 North High Street
Columbus, Ohio

TRANSFERRING — STORING — PACKING

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

Motor Truck Service

Vaults for Valuables

Private Rooms

COLUMBUS, OHIO

The Merchandise Storage Company

Columbus, Ohio

General Storage & Distribution

SERVICE THAT WILL SATISFY

DAYTON, OHIO

THE LINCOLN STORAGE CO.

Big 4 Private Siding "Fireproof" Member N. F. W. A.
313-315 EAST FIRST STREET
A. B. Compton, Vice-President and General Manager

DAYTON, OHIO

THE UNION STORAGE CO.

U. S. BONDED

BAINBRIDGE, BACON & STATE STREETS
MERCHANDISE STORAGE TRANSFER DISTRIBUTION

LAKEWOOD, OHIO

THE Lakewood Fireproof Storage Co.

14401 Detroit Ave.

LAKEWOOD

OHIO

CLEVELAND

We solicit your shipments to
Lakewood and west side of Cleveland.

LIMA, OHIO

POOL CAR DISTRIBUTORS

EAGY TRUCK AND STORAGE

320-322 NORTH CENTRAL AVENUE

General Trucking, Rigging, Long Distance Moving,
Storage and Vans

PHONE MAIN 2548

LIMA, OHIO

MANSFIELD, OHIO

The Cotter Transfer & Storage Co.

Operating Five Fireproof
and Non-Fireproof Warehouses

in

MANSFIELD, OHIO

THE TRUNK-LINE CITY

*Furniture and Merchandise Storage
and Distribution*



**Motor Trucks
Heavy Hauling**



The Men Who Distribute

**Carter Bloxonend Flooring
Congoleum**

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

MARION, OHIO

MERCHANTS Transfer Company

160 McWILLIAMS COURT, MARION, OHIO

Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods, Automobiles and Machinery. Packing and Shipping. Private Siding New York Central Lines.

MEMBER N. F. W. A.

TOLEDO, OHIO

"Ship to Toledo and Consign to Depenthal"

We are specialists in furniture packing, local and long distance furniture hauling.

Storage for general merchandise and household goods.

Connections with all railroads entering the city.

Private siding on the B. & O.

Member of National Furniture Warehousemen's Association.



Depenthal Truck & Storage Co.

Main Office

108 Summit Street, Toledo, Ohio

SPRINGFIELD, OHIO

The Citizens Transfer and Storage Co.

LOWRY AVE. AND BIG FOUR R. R.

Storage of Merchandise and Household Goods

Forwarders and Distributors

Motor Truck Service

W. A. HANCE

W. P. BYERMAN

Private siding on C. C. C. St. L. R. R.

TOLEDO, OHIO

THE GENERAL FIREPROOF STORAGE CO.

651-655 STATE STREET

Household Goods Exclusively

Members: The National Furniture Warehousemen's Ass'n
American Warehouse Association

SPRINGFIELD, OHIO.

Bill All Shipments for Springfield, O.

to

WAGNER

FIREPROOF STORAGE & TRUCK CO.

We Give You SERVICE

Siding on Pennsylvania Lines. Complete facilities for distribution of Pool Car Shipments.

Moving—Packing—Shipping.
Storing of Household Goods and Merchandise.

TOLEDO, OHIO

HOUSEHOLD GOODS EXCLUSIVELY

Established 1894

The H. C. Lee & Sons Co.

TOLEDO'S LEADING MOVERS

STORAGE

MEMBER N. F. W. A. Toledo, Ohio

TOLEDO, OHIO

Let "RATHBUN" Do It

THE RATHBUN CARTAGE CO.

195 and 197 So. St. Clair St.

Equipment Up to 20 Tons Capacity

Storage of Household Goods, Pianos and Merchandise

Members Nat'l F. W. Asso.

TOLEDO, OHIO

THE TOLEDO MERCHANTS' DELIVERY COMPANY

215 SO. ST. CLAIR ST.
AUTO SERVICE—FIREPROOF STORAGE

Local and long distance hauling

Household Goods and Automobiles Moved, Packed, Shipped and Stored. Safes, Boilers, Machinery and Smokestacks Moved.

100% SERVICE

Reference: Second National Bank, or any bank in Toledo

TOLEDO, OHIO

DREW DOES IT

H. L. Drew Cartage and Storage Co.

Merchandise and household goods storage.
Moving, Packing, Crating and Shipping

439 Huron St., Toledo, Ohio

TOLEDO, OHIO

The Toledo Terminal Warehouse Co.

928-930 GEORGE STREET

TOLEDO, OHIO

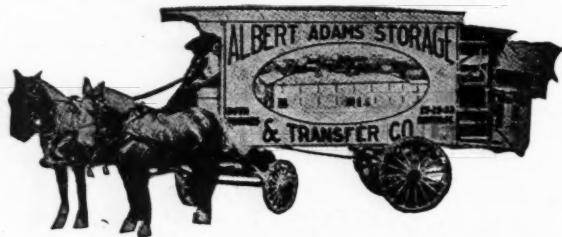
STORAGE OF MERCHANDISE

Special Attention to Pool Car Distribution

ZANESVILLE, OHIO

**ALBERT ADAMS
STORAGE AND TRANSFER CO.**

25-29-33 Ninth St.
Merchandise and Household Goods
Manufacturers' Distributors Carload Distribution
50,000 Square Feet of Floor Space



CLINTON, OKLA.

CHURCH WAREHOUSE & TRANSFER CO., Clinton, Okla.
DISTRIBUTORS FOR WESTERN OKLAHOMA
Junction point St. L. & S. F., C. R. I. & P., K. C. M. & O., C. & O. W. Railroads.

Only Brick Warehouse in Western Oklahoma
Storage and distribution of Merchandise and Pool Cars given special attention.
Member American Warehousemen's Association

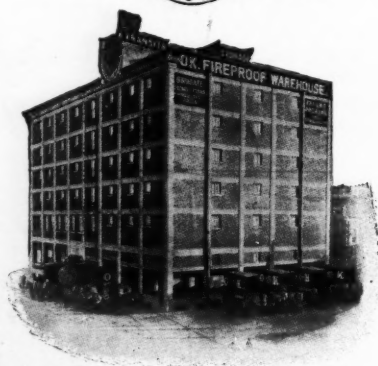
MUSKOGEE, OKLA.

Muskogee Transfer & Storage Co.

2—Fireproof Warehouses

Merchandise and Household Goods
Stored—Pool Cars Distributed
Railroad Siding.

OKLAHOMA CITY, OKLA.

WEICKER**O.K. TRANSFER & STORAGE CO.**
A. C. WEICKER, President**General Warehousing and Distribution**

Members—Central Warehousemen's Club, American Chain Warehouses, American Warehousemen's Ass'n, National Furniture Warehousemen's Ass'n.
Write for freight tariff to all points in Oklahoma City territory.

OKMULGEE, OKLA.

HAL GRIFFIN, THE TRANSFER MAN

Hauling, Storing and Shipping
Distribution Service

West Third between Frisco and Okmulgee Northern R. R.

TULSA, OKLA.

Joe Hodges Fireproof Warehouse

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad.
Best Service Obtainable.

TULSA, OKLA.

Tulsa Storage & Transfer Co.

Fireproof Warehouse

Pooled car distributors—private siding "Frisco" merchandise and H. H. Goods—6 railroads into Tulsa—A. T. & S. F., Frisco, M. V., M. K. & T., O. U. R. & S. S.

PORTLAND, ORE.

General Warehousing
Storage-Distribution
Portland
Oregon



*Logical distributing point
of the
Pacific Northwest Territory*

PORTLAND, ORE.

B E K I N S
FIREPROOF STORAGE

Distributors

Northwest Shipments Promptly Handled

PORTLAND, ORE.
Sixteenth and Sandy Blvd.

SEATTLE, WASH.
Madison at Twelfth

PORTLAND, ORE.

G. W. CUMMINGS
President

J. H. CUMMINGS
Secretary

Northwestern Transfer Co.

Incorporated 1883
STORAGE - DISTRIBUTION - HAULING
Free Trackage All Railroads
We Make a Specialty of Distributing Pool Cars
Office, 64 Front Street

PORTLAND, ORE.

Oregon Auto Despatch

Established 1904

DRAYAGE AND STORAGE

Distribution Cars a Specialty

30,000 Feet Warehouse Space

Financial Responsibility

Complete Equipment

Office and Warehouse:
200 NORTH 13th STREET

PORTLAND, ORE.

Mr. Traffic Manager:

There is a pivotal point below which it is more economical to use a Public Warehouse than to have your own warehouse; to have two or more distributing centers for a certain territory than to depend upon one only.

Generally speaking, the Pacific Coast has at least two distributing centers. PORTLAND is the economical one for the Pacific Northwest. We have 255,000 square feet of warehouse space in four (4) warehouses on terminal tracks and up-to-date distributing equipment; or we make distribution direct from cars.

OREGON TRANSFER COMPANY

474 GLISAN ST.

PORTLAND

OREGON

ALLENTOWN, PA.

Hummel Warehouse Company

728-40 N. 15th Street

Pool Car Distribution and Forwarding.

Transfer. Storage. Railroad Siding.

Mark all shipments Lehigh Valley R. R. Delivery.

BETHLEHEM, PA.

ALLENTOWN, PA.

F. G. LAZARUS
20th Century Storage

Moving, Storing, Packing, Crating, Shipping
 of Household Goods Only

Direct R. R. Siding Lehigh Valley, C. R. R. of N. J.

CHESTER, PA.

Headley's
Express & Storage Co., Inc.

General Storage

Merchandise and Household Goods

Moving, Packing and Shipping

ERIE, PA.

ERIE**STORAGE & CARTING COMPANY**

1502 Sassafras Street

Members of A. W. A.,
 I. F. W. A., N. Y. F. W. A.,
 Am. Chain &
 Rotary Club



Warehouse in the center of the city, with trackage from N. Y. Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of household goods and merchandise. Branch house service for manufacturers.

ERIE, PA.

ERIE WAREHOUSE COMPANY

A Complete and Efficient Service

Mercantile Storage

Pool Car Distribution

CENTRAL LOCATION

AMPLE WAREHOUSE AND

TEAM TRACKAGE

OUR OWN MOTOR TRUCK FLEET

ERIE, PA.

LAKE AND RAIL

Our downtown warehouse is a modern building, fireproofed, commodious, and located in the heart of Erie's wholesale district, readily accessible to your local trade.

Our docks extend 1000 feet into one of the best harbors on the Great Lakes and have storage facilities for 800 carloads.

These unexcelled facilities make Erie and the Fort Erie Warehouses the logical place and means for rapid, convenient, profitable distribution by discriminating shippers.


Fort Erie Warehouses & Docks
Erie, Pa.

J. M. Dunkle, Resident Manager

The Men Who Distribute

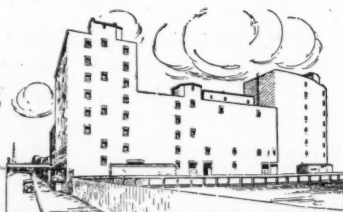
Washburn-Crosby Flour

Read DISTRIBUTION & WAREHOUSING
 and consult the Shippers' Index

HARRISBURG, PA.

POOL CARS

Efficiently Handled



Merchandise and Household Goods Storage

HARRISBURG STORAGE CO.

P. R. R. Sidings.

HARRISBURG, PA.

HARRISBURG, PA.

The Heart of Distribution



Carloads spotted at our doors are broken into LCL shipments via any steam line, without carting charges. There is a big saving for distributors in this feature. Trackage for twenty-four cars. Lowest insurance rates.

We are located at the very heart of one of the richest and most populous markets in the country. Get your goods into this market economically through our facilities.

Keystone Warehouse
Harrisburg, Pa.

W. C. Wirth, Resident Manager

HARRISBURG, PA.

MONTGOMERY & CO.

STORAGE WAREHOUSES

Merchandise Storage—Transferring—Forwarding

Direct Track Facilities

Pool Car Distribution

Members A. W. A. and American Chain of Warehouses

LANCASTER, PA.

KEYSTONE STORAGE COMPANY

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS

MOTOR SERVICE

Siding on P. R. R. and P. & R.

LANCASTER, PA.

Lancaster Storage Co.

Lancaster, Pa.

Merchandise Storage, Household Goods, Transferring, Forwarding

Manufacturer's Distributors, Carload Distribution
Local and Long Distance Moving
Railroad Sidings

OIL CITY, PA.

CARNAHAN
TRANSFER & STORAGE COMPANY

R. C. LAY, Proprietor

Piano Moving a Specialty

Distributing and Forwarding Agents; Packing
Fireproof Warehouse

PHILADELPHIA, PA.

American Storage & Express Co.

215 South Tenth Street, Philadelphia, Pa.

Storage—Moving—Packing

Storage

Shipping

For General Merchandise

Auto Service

Heavy Machinery

PHILADELPHIA, PA.

HARVEY J. LUTZ

MILTON A. HILDENBRAND

HILDENBRAND BROS.

STORAGE, PACKING, MOVING

Broad and Cumberland Streets, Philadelphia, Pa.

Large fleet of Packard motor vans.

PHILADELPHIA, PA.

WHERE SERVICE SURROUNDS AND
SAFETY ABOUNDS

North Philadelphia Storage Co.

2033 Lehigh Ave.

PHILADELPHIA, PA.

Penn Storage & Van Co.

2136 MARKET STREET

PHILADELPHIA, PA.

Philadelphia
LOCAL EXPRESS

1004-1026 Spring Garden Street

Manufacturing Distributors

Philadelphia, Germantown, Chestnut Hill,

Camden, N. J., Frankford

PHILADELPHIA, PA.



TERMINAL WAREHOUSE AND TRANSFER CO.

Green Street and
Delaware Avenue
PHILADELPHIA



Columbia Avenue Warehouse
1511-1519
Household Goods Exclusively
Motor Equipment
Moving—Packing—Shipping

Delaware Ave. and Green St.
Warehouse
Water Front
Pool Car Shipments
Manufacturers' Distributing

9 Warehouses—16 Acres of Floor Space—Trackage Facilities
for 17 Cars

Large Organization. Competent Office Warehouse Staff
Members American Warehousemen's Association—American Chain of Warehouses

PHILADELPHIA, PA.

Established 1903



MANUFACTURERS'
DISTRIBUTORS

Direct delivery service throughout Philadelphia
and Camden :: :: Correspondence solicited

Address
Office—5th and Byron Streets
CAMDEN, N. J.

PITTSBURGH, PA.

In
PITTSBURGH

It's

BLANK'S Transfer & Storage Co.

Since 1880

MOVING—PACKING—STORAGE
BAGGAGE AND FREIGHT DELIVERY

FIREPROOF WAREHOUSE

REAL SERVICE

PHILADELPHIA, PA.

WALLACE STORAGE CO.

237-253 Church Lane, Germantown, Phila., Pa.

For

Germantown and Chestnut Hill

Shipments

Consign to Cheltenham Ave. Station, Penna. R.R.
or Phila. & Reading R. R.

Storage, Packing, Shipping of Household Goods
Long Distance Moving

PITTSBURGH, PA.

BELMAR**MOVING & STORAGE CO.**

OFFICE AND WAREHOUSE

Homewood Ave. and P. R. R.**Pittsburgh, Pa.**

We pay commission on all work secured through our correspondents and guarantee satisfaction to your customers.

PITTSBURGH, PA.

HASLEY BROTHERS
TRANSFER AND STORAGE

939 So. Canal St., N. S.

MOVERS, PACKERS, SHIPPERS OF HOUSEHOLD GOODS
FIRE PROTECTED STORAGE—MEMBERS A. W. A.

PITTSBURGH, PA.

Interstate Trucking Company

2614-2618 Smallman St. 1, 2, 3½ and 5 ton trucks

GENERAL HAULING ON HOURLY OR TONNAGE BASIS**Carload Freight and Long Distance Hauling****Experienced Men—Good Equipment Call on Us—Save Time and Money**

Trucking Agents for
Pennsylvania Transfer and Storage Company

PITTSBURGH, PA.

Duquesne's Offer:
Certain Satisfaction

To the firm selling to wholesalers and retailers we offer quick distribution to two million consumers. Large consignments reach us at carload rates and are reshipped L. C. L. without need for or expense of trucking. One hundred cars is our track capacity; eight five-ton elevators and a careful, experienced crew of handlers assure despatch and safety.

Duquesne Warehouse Co.
Pittsburg, Pa.

H. A. Bietenduefel, Superintendent.



PITTSBURGH, PA.

MURDOCH**STORAGE & TRANSFER COMPANY**

General Office, and Warehouses

546 NEVILLE STREET
PITTSBURGH, PA.

Branch Warehouse, Wilksburg, Pa.

Murdoch Means Service

PITTSBURGH, PA.

SERVICE TO THE
CORRESPONDENT

CONSISTS in giving the correspondence of those we represent prompt acknowledgment, safeguarding their interests, mailing checks in settlement of accounts, and furnishing final reports of transactions.

THIS service also includes an element of importance:— the handling of shipments upon arrival in a manner conducive to joint customer's approval, whose future business we are always eager to secure.

Ship via Pennsylvania to East Liberty Station, (Pittsburgh, Pa.)

Established 1889

HAUGH & KEENAN
STORAGE AND TRANSFER CO.

CENTRE AND EUCLID AVENUES

PITTSBURGH, PA.

J. O'NEIL TRANSFER
AND STORAGE**N. S. PITTSBURGH, PENNA.**

Furniture and Piano Moving a Specialty
General Hauling

NEW FIREPROOF STORAGE HOUSE
Separate Rooms

PITTSBURGH, PA.

WEBER
EXPRESS & STORAGE COMPANY
GENERAL HAULING

Moving, Packing and Storing of Furniture and Pianos

4620 HENRY STREET

The Men Who Distribute

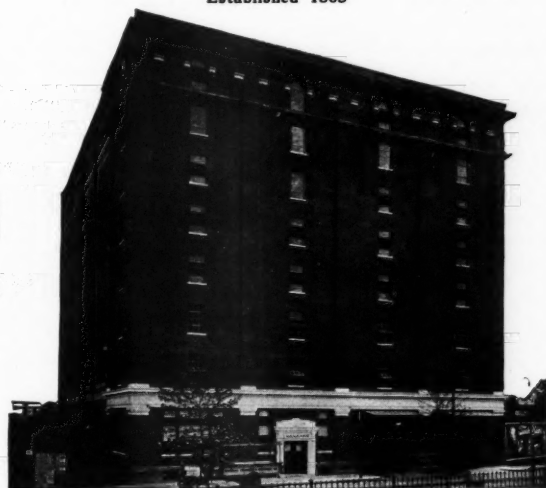
General Electric Products

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

PITTSBURGH, PA.

SHANAHAH**Transfer & Storage Company**

Established 1865



CONSIGN PITTSBURGH SHIPMENTS
IMMEDIATE RETURNS ON RECEIPT OF BILL OF LADING
FIREPROOF STORAGE FOR HOUSEHOLD GOODS ONLY
ALL SEPARATE APARTMENTS

5th Ave. at McKee Place, PITTSBURGH, PA.
Center of City

WILKES-BARRE, PA.

"Same Day Service"

**MERCHANTS WAREHOUSING
COMPANY**

OF

Wilkes-Barre, Penna.

Warehousing, Transferring and Forwarding.
Fireproof Warehouses and Competent Staff.
Merchandise Storage and Pool cars checked.
Located in the Hub of the wholesale district.
Trackage facilities for 10 cars on L. V. and C. R. R. of
N. J. sidings.
Directly opposite Pennsylvania, Lehigh Valley, C. R. R. of
N. J., D. & H. freight stations.
Manufacturers' Distributors with facilities to handle large
consignments.

Offices: 150-156 E. Northampton Street

WILKES-BARRE, PA.

WILKES-BARRE WAREHOUSING CO.

General Storage and Distribution

*Prompt and Efficient Service**Milling-in-Transit and Pool Cars*

19 New Bennett St.

Wilkes-Barre, Pa.

PROVIDENCE, R. I.

JAMES LE ROY FOSTER, Pres.

WALDEN WYMAN, Mgr.

*Rhode Island's Only Fireproof Warehouse***BROADWAY STORAGE CO.***Packing and Merchandise Distributors*

Merrill & Federal Streets,

Providence, R. I.

READING, PA.

Columbian Warehouse Company

Storage, New Merchandise Exclusively.

Modern Building, Lowest Insurance Rates.

S. W. Cor. 5th & Laurel Sts.

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

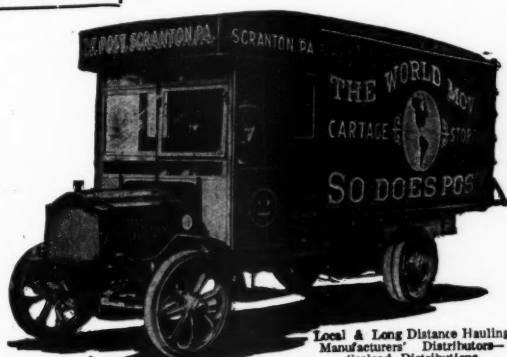
STORAGE WAREHOUSES

Household Furniture and Pianos

Packing, Crating and Shipping.

62 to 70 Dudley Street.

SCRANTON, PA.



Local & Long Distance Hauling
Manufacturers' Distributors—
Carload Distributors
R. F. POST ESTATE

SCRANTON, PA.

Established 1894.

"He Profits Most Who Serves Best" (Rotary)

The Quackenbush Warehouse Co.

Incorporated

Storing, Packing, Carting.

Shipping. R.R. Siding. Manufacturers' Distributors.

Correspondence Solicited

Scranton, Pa.

Members A. W. A. and A. C. W.

Storage in transit privilege accorded.

The Men Who Distribute

Dennison Paper Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

The Men Who Distribute

Rexall Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

The Men Who Distribute

Simmons Beds

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

PROVIDENCE, R. I.

TERMINAL WAREHOUSE CO. OF RHODE ISLAND, Inc.

Allen Avenue, Foot of Oxford Street on Providence River
PROVIDENCE, RHODE ISLAND, U. S. A.

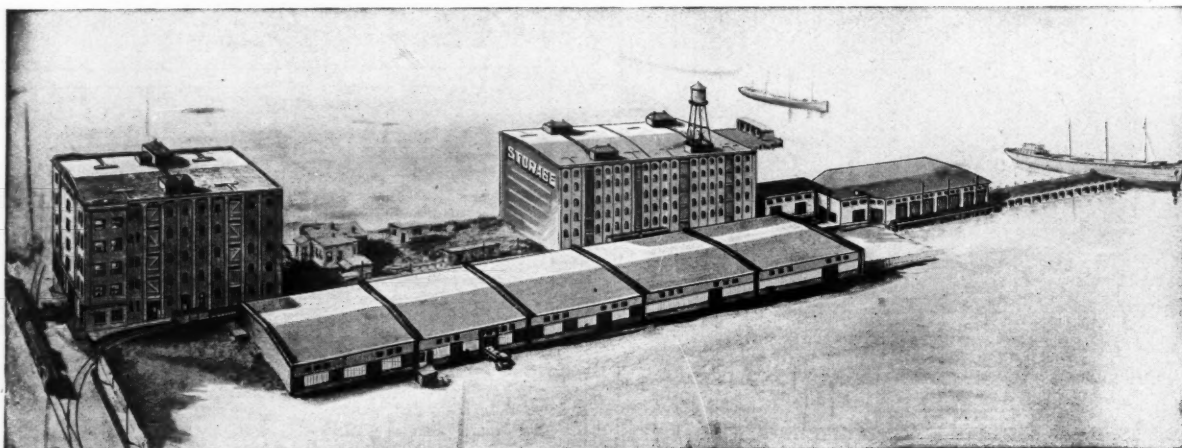
The most modern Storage Warehouses in New England, with side track capacity for 75 cars—Also several acres of yard storage

Our Location center of the Manufacturing Industries of New England. Deliveries either by Rail or Motor Trucks from our location to most any point in New England. Lowest Insurance Rates. Direct Track Connection N. Y., N. H. & H. R. R. Shipping Directions, South Providence, Rhode Island. Good Depth of Water. Weighing, Sampling and Shipping by Experts permanently employed.

WM. M. HARRIS, JR.
 Treasurer & General Mgr.

WM. A. MILLSPAUGH
 Secretary

H. E. LEAVER
 Superintendent



CHARLESTON, S. C.

CHARLESTON
Warehouse & Forwarding Co.
 CHARLESTON, S. C.

New three story reinforced concrete building, 100,000 square feet floor space.

Merchandise storage and distribution of pool cars. Private tracks connecting with A.C.L., Southern, C&W.C. and S.A.L. Rys. and all steamship lines.

CHATTANOOGA, TENN.

THE CHATTANOOGA
TRANSFER & STORAGE CO.

Fireproof Warehouse

Furniture Merchandise

Packed Stored Shipped

Heavy Hauling

Motor and Horse Drawn Equipment

ABERDEEN, S. D.

Aberdeen Storage Company
 Aberdeen, S. D.
 Storage and Distributors
 Pool Cars Solicited

WATERTOWN, S. D.

DAKOTA WAREHOUSE CO.

Merchandise Storage and Distribution

Private Siding

Pool cars solicited

Motor Trucks

CHATTANOOGA, TENN.

CHATTANOOGA
Warehouse & Cold Storage Company

Chattanooga, Tennessee

MEMBERS: A. W. A. AND AMERICAN CHAIN

Cold and General Storage

GENERAL MERCHANDISE AND HOUSEHOLD
 GOODS

PACKING AND SHIPPING

Special Attention Given to Pool Car Distribution.

Fireproof Building. On Tracks N. C. & ST. L. and
 W. & A. Railroads Within One Block of All Freight
 Depots

Consign Your Goods in Our Care

MEMPHIS, TENN.

AT MEMPHIS, TENNESSEE

The South's Most Centrally Located Distributing Center

SERVED BY

TEN RAILROADS

MISSISSIPPI WARRIOR SERVICE

IS

THE MEMPHIS TERMINAL CORPORATION

200 ACRES CONCRETE WAREHOUSES—TRACKAGE FACILITIES 500 CARS

FOR

STORAGE

REHANDLING

SHIPPING

ALL CLASSES OF MERCHANDISE

UNEXCELLED SERVICE

LOWEST RATES

POOL CAR SPECIALISTS—WE SERVE TO SATISFY

MEMPHIS TERMINAL CORPORATION

Gen'l Offices, 15th Floor, Central Bank Bldg., MEMPHIS, TENN.

Member American Warehousemen's Association

For 16 Years the World's Largest Cotton Warehouse Operators.

KNOXVILLE, TENN.

C. C. SULLINS, Sales Agent
Warehousing, Distributing and Selling

POOL CARS A SPECIALTY

KNOXVILLE, TENNESSEE

Branch at 514 Scott Street, Bristol, Tenn.

NASHVILLE, TENN.

E. M. BOND

FIREPROOF STORAGE CO.

HOUSEHOLD GOODS AND MERCHANDISE

Modern Fireproof Building

Private Siding With All Rail Connections.

BEAUMONT, TEXAS

**The Heisig Storage
Company
BONDED**

BEAUMONT, TEXAS

Brick building well ventilated and equipped with Automatic Fire Sprinklers. **STORAGE, FORWARDING and DISTRIBUTING.**

DALHART, TEXAS

A Good Distributing Point

because it is centrally located between Denver, Kansas City, Dallas and El Paso. Every accommodation warehouses can offer. We specialize on parcels post shipments, to 700 postoffices reaching half a million buyers within the second zone.

Ask us for particulars.

Tri-State Distributing Co., Dalhart, Tex.

KEEP IT UP!

One step won't take you very far, you've got to keep on walking;

One word won't tell them what you are, you've got to keep on talking;

One inch won't make you tall, you've got to keep on growing;

One little "ad" won't do it all, you've got to keep 'em going.

Sent to DISTRIBUTION & WAREHOUSING by George S. Lovejoy, Vice-President of the American Warehousemen's Association.

The Men Who Distribute

"Tanglefoot"

Read **DISTRIBUTION & WAREHOUSING** and consult the Shippers' Index

DALLAS, TEXAS

Dallas Storage & Warehouse Co.

Send your Dallas shipments in our care.

We will protect your interests and satisfy your customer.

We give special attention to pool car distribution and solid car consignments.

60,000 square feet of fireproof storage space.

Motor trucks and team equipment.

Private siding for all railroad connections.

"We Help Ourselves by Helping Others"

DALLAS, TEXAS

CARLOAD DISTRIBUTION & STORAGE

Merchandise and Household Goods

The Inter-State Forwarding Co.

Cor. Elm & Jefferson St.

The Center of the Wholesale District

120,000 Sq. Ft.

on T. & P. R. R. Capacity Unloading 12 Cars Per Day.

Maintains an organization for service in all branches of Warehousing and Distribution

W. I. FORD and R. E. EAGON

Associate Managers

EL PASO, TEXAS

R. L. Daniel Storage Co.

Box 487, 1706 Texas, 2813 Durazno Sts.

Our hobby is the crating, packing, shipping and storing of household goods. Consign your goods to us for proper attention.

Member, National Furniture Warehousemen's Assn.

EL PASO, TEXAS

El Paso Fireproof Storage Co., Inc.

ESTABLISHED 1911

75,000 Sq. Ft.—Fireproof—Bonded

STORAGE and DISTRIBUTION

Merchandise and Household Goods

Our Warehouse is in the Center of the Jobbing and Business District

"Service Guaranteed"

Two Blocks East of Post Office

Campbell and Mills Sts.

El Paso, Texas

Members of the National Furniture Warehousemen's Association

EL PASO, TEXAS

60,000 Sq. Ft. Absolutely Fireproof Space for Merchandise Only

Twelve Other Warehouses for Household Goods, Etc.

Receiving
Storage
and
Distribution
of
Merchandise

Packing
Crating
Shipping
of
Household
Goods

Make Our Warehouse Your Branch House

BECAUSE

NO SWITCHING CHARGES

WE ARE BANKERS OF MERCHANDISE

WE HAVE THE LOWEST INSURANCE RATES IN EL PASO

WE HAVE A THOROUGH WAREHOUSE ORGANIZATION

WE GIVE ALL SHIPMENTS OUR PROMPT AND CAREFUL ATTENTION

EL PASO IS THE METROPOLIS OF THE GREAT SOUTHWEST AND THE GATEWAY TO MEXICO

INTERNATIONAL WAREHOUSE CO.

Member of Central Warehousemen's Club; also N. F. W. A. & A. W. A.; also Texas

The Men Who Distribute

Durkee's Salad Dressing

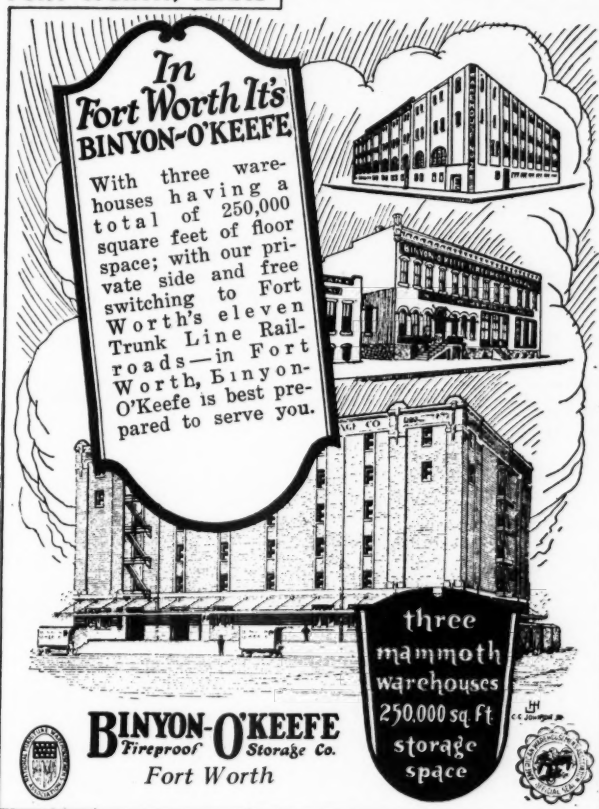
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The Men Who Distribute

Porter Door and Window Screens

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

FORT WORTH, TEXAS



In Fort Worth It's BINYON-O'KEEFE

With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.

BINYON-O'KEEFE
Fireproof Storage Co.
Fort Worth

three mammoth warehouses
250,000 sq ft storage space

GALVESTON, TEXAS

AMERICAN WAREHOUSE COMPANY
Merchandise Warehousing
Pool Car Distribution


The KEY to the GREAT SOUTHWESTERN MARKET
Eastern Freight Agent, Foot of Conover St., Brooklyn, N. Y.
Tel. Henry 3385

GALVESTON, TEXAS

The WILEY & NICHOLLS CO.
GALVESTON, TEXAS
TRANSFER AND FIRE-PROOF WAREHOUSES

Pool Car Distributors Forwarders

HOUSTON, TEXAS



Right in the Center of Houston

Ideal for the DISTRIBUTION of MERCHANDISE

"It's Fireproof"

A. B. C. Storage & Moving Company, Inc.
Houston, Texas
Edw. T. Keough, Gen. Mgr.

HOUSTON, TEXAS

U N I O N
TRANSFER & STORAGE CO.
Successors to
Binyon O'Keefe Fireproof Storage Co.
Pool Cars Distributed
MERCHANDISE STORAGE
FIREPROOF WAREHOUSE
SERVICE THAT COUNTS

HOUSTON, TEXAS

IN HOUSTON

WESTHEIMER'S
FOR MERCANTILE STORAGE DISTRIBUTION

FIREPROOF WAREHOUSES
RAIL FACILITIES—20 CARS
ELECTRIC CRANE
YARD STORAGE

Investment—\$300,000.00

References
Dun or Bradstreet Agency
All Local Banks
And Best of All
Forty Years in Houston

WESTHEIMER WAREHOUSE COMPANY
HOUSTON, TEXAS

SAN ANTONIO, TEXAS

Established 1880

FREIGHT **AUTO SERVICE** **STORAGE**

OFFICIAL DISTRIBUTORS
MERCHANTS' TRANSFER CO.

SAFETY **COURTESY** **SERVICE**

SAN ANTONIO, TEXAS

Muegge-Jenull Warehouse Co.
Distributors Pool Cars for Texas and Mexico
Storage and Forwarding
Bonded Fireproof, Reliable, Dependable Service

SAN ANTONIO, TEXAS



Two Large Fireproof Warehouses

With Lowest Insurance Rates
Capacity 1,250,000 cu. ft.

Members four leading associations.

GENERAL WAREHOUSING AND DISTRIBUTION

Write for freight tariff to all
points in San Antonio territory.

SCOBEY FIREPROOF STORAGE COMPANY
San Antonio, Texas

TEXARKANA, TEXAS

HUNTER TRANSFER CO.
TEXARKANA, ARK.

Established 1882
DISTRIBUTOR OF

POOL CARS
TRUCKING

STORAGE
MOVING

The Men Who Distribute

Pacific Coast Cones

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

The Men Who Distribute

Babbitt's Soap

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

The Men Who Distribute

Weed Chains

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

WACO, TEXAS

The Heart of Texas

**Weathered Transfer and
Storage Co., Inc.**

One Block on Mary at 13th St.

FIREPROOF STORAGE

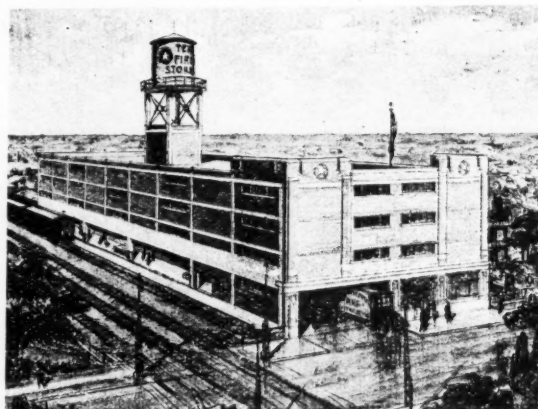
Private sidings with ten car capacity, trackage on I. & G. N., G. C.
& S. F. and St. L. and S. W. Rys.

The Oldest Distribution Warehouse in Central Texas.

Members A. W. A., N. F. W. A., Am. Chain, C. W. C.,
Tex. W. & T. Assn.

Equipped to give the very best service on Storing and Distributing
Merchandise.

WACO, TEXAS



**DISTRIBUTE FROM WACO
TRADE CENTER OF TEXAS**

Texas Fireproof Storage Company

50,000 square feet of storage space. Only fire-
proof storage warehouse in the city.

Trackage on Cotton Belt, Santa Fe, I. & G. N.
Ten-car capacity private siding. Lowest insurance
rate in territory.

Operates **TEXAS TRANSFER COMPANY**

Members: Central Warehousemen's Club, Texas Assn.

SALT LAKE CITY, UTAH

Merchandise Storage and Distribution

Over 1,000,000 Cubic Feet Re-enforced Concrete,
Sprinklered Space

Insurance Rate Only 18 Cents

Jennings-Cornwall Warehouse Co.

NORFOLK, VA.

We Store—Forward—Reconsign

Modern Fireproof Storage Facilities

Jones & Company, Inc.

GENERAL OFFICES:

317-318-319-320-321 National Bank of Commerce Bldg.
NORFOLK, VA.

PETERSBURG, VA.
HOPEWELL, VA.

SOUTHERN

BONDED WAREHOUSE

Distributors—Fireproof Storage

RICHMOND, VA.

Virginia Bonded Warehouse Corporation
1707 East Cary St.
Distribution and Forwarding of General Merchandise
Only
Largest Warehouses in South. Southern R.R. Siding.
Members: American Warehousemen's Association

SEATTLE, WASH.

B E K I N S

FIREPROOF STORAGE

Distributors

Northwest Shipments Promptly Handled

SEATTLE, WASH.
Madison at TwelfthPORTLAND, ORE.
Sixteenth and Sandy Blvd.

SEATTLE, WASH.

TAYLOR
Transfer andEDWARDS
Storage Co.

Members:
American Warehousemen's Asso. Central Warehousemen's Club

Merchandise Distributors

DISTRIBUTION CARS
Delivered, Forwarded or
Stored.No Switching cg. on
Carloads.POOL CARS
Furniture Packed, Shipped
or Stored.

Established 1905

FIREPROOF STORAGE
SEATTLELOW INSURANCE
WASHINGTON

SEATTLE, WASH.

UNITED WAREHOUSE CO. SEATTLE, WASH.

Established 1895

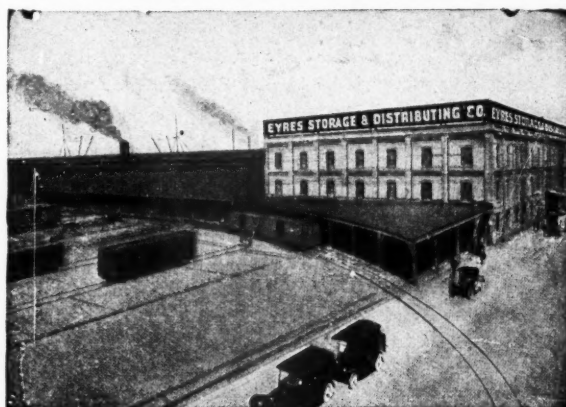
GENERAL STORAGE AND DISTRIBUTING

U. S. CUSTOMS BONDED STORAGE

RAIL CONNECTION WITH ALL ROADS

SEATTLE, WASH.

EYRES STORAGE and DISTRIBUTING CO.



Established 1889
Incorporated 1904
Free & Bonded
Warehouses
Seattle, Wash.



GENERAL MERCHANDISE STORAGE
MACHINERY STORAGE
HOUSEHOLD GOODS STORAGE
POOL CAR DISTRIBUTIONS
OPERATING 30 TEAMS, 24 AUTOS
SERVICE OUR MOTTO

TACOMA, WASH.



WE OWN BOTH WAREHOUSES

Established 20 years in Tacoma—and know how to handle your requirements

Storage (bonded and free) Merchandise and H. H. Goods
Moving and Packing by Experts C. L. & L. C. L. Distribution
Collections Remitted Promptly We Solicit Your Business

TACOMA, WASH.

PACIFIC STORAGE and TRANSFER CO., Inc.

Merchandise and Furniture Storage

Distributors and Forwarders

Merchandise and Furniture



SEND YOUR POOL CARS IN OUR CARE
Auto Truck and Transfer Service

N. P. RY SIDE TRACKS
BROADWAY AND 17th STREET

YAKIMA, WASH.

**MILLER TRANSFER &
STORAGE CO.**

Successors to MILLER & LENINGTON

DISTRIBUTORS and FORWARDERS

PACKERS and SHIPPERS

**TRANSFER-STORAGE
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Motor Trucks and Team
Equipment for All and
Every Kind of HaulingSHIP IN OUR CARE
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We Reach All Suburban Points

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and consult the Shippers' Index

The Men Who Distribute

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HANSEN STORAGE COMPANY

Capital \$1,000,000.00

MILWAUKEE, WISCONSINWE CAN SOLVE YOUR PROBLEMS IN
STORAGE AND DISTRIBUTION
OF MERCHANDISE12 WAREHOUSES—50-CAR SIDE TRACK
850-FOOT DOCKMEMBER—AMERICAN CHAIN OF WAREHOUSES,
AMERICAN WAREHOUSEMEN'S ASSOCIATION,
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LINCOLN
FIREPROOF WAREHOUSE CO.

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Direct Trackage into Warehouse. Carlot Distribution.
City and Interurban Delivery of Misc. and Household
Goods. We remit upon receipt of bill of lading.

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To both yourselves and your customers
consign your Milwaukee shipments toUnited Fire Proof
Warehouse Co.

392 Prospect Ave., Milwaukee, Wis.

Good service
built this
new fire proof
warehouse.The newest
and best in
Milwaukee.

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OSHKOSH STORAGE CO.

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Best distributing point in Wisconsin.

Free switching privileges on all railroads entering Oshkosh.

General merchandise and furniture storage.

Forwarding and transferring a specialty.

Competent help in office and warehouse.

We can be used as a branch house at no extra expense.

We are at your service.

REFERENCES:

The Old Commercial National Bank, Oshkosh Savings & Trust Co.,
or any Mercantile House.

EDMONTON, ALTA., CAN.

Western Transfer & Storage, Ltd.

Cartage agents for
Canadian Pacific Ry., Canadian National Ry., E. D. & B. C. Ry., Central
Canada Ry., A. & G. W. Ry.

Cartage Distribution Storage

EDMONTON, ALTA., CANADA

Members of the Canadian Warehousemen's Association.

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CENTRAL DISTRIBUTING
POINT.HAMILTON
THE GATEWAY TO CANADA

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Distribute Canadian Consignments Through

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AND WAREHOUSEMENSTANDARD WAREHOUSING
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INSURANCE 30 CENTS

Boulton's
STORAGE

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HONOLULU

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solicited.

CITY TRANSFER COMPANY

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5 1/2 MILLION DOLLAR AUCTION SALE!

In three Sections—WASHINGTON—D.C. APR 5TH—SCHENECTADY, N.Y. APR. 10TH—BOSTON, MASS. APR. 12TH

Jotting down these dates is only the initial step in three transactions filled with profit possibilities.

Getting on the floor with your paddle will identify you with the many kinds of commodities to be sold. And you will find these commodities in quantity.

The offerings include Textiles, Saddlery and Harness Parts, Water Carts and Rolling Kitchens, and other items too numerous to mention.

Here are listed a few of the things offered you at the various points:

Washington, April 5th:

Water Carts, 150-gal. tank.....	153
Rolling Kitchens	139
Cooking Ranges, used.....	12
Gymnasium Shoes	1,291
Blankets, commercial and wool.....	490

Schenectady, April 10th:

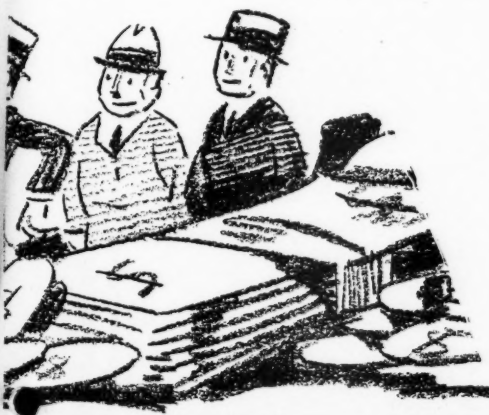
Saddles, McClellan	19,234
Bridles, russet.....	37,344
Hay Nets	34,285
Rigging Covers, 22 ft.....	2,042
Jerkins, leather.....	564,465
Also millions of Harness Parts, such as Bits, Buckles, Burrs, Rings, Rivets, Springs, Snaps, etc.	

Boston, April 12th:

Duck, various colors, weights and widths, yards	273,502
Trousers, O. D., Oilskin.....	2,840
Jerkins, leather	44,207
Saddle Bags	776
Bridles, Cavalry	2,754
Horse Covers, lined.....	152,545
Saddles, McClellan	1,075
Leggins	1,024

For catalogs and detailed information regarding these sales, write Q. M. S. O., General Intermediary Depot, 1st Ave. & 50th St., Brooklyn, N. Y.

The Government reserves the right to reject any or all bids.



ARTMENT

The

Warehouse Equipment Number

of

DISTRIBUTION & WAREHOUSING

The Business Paper of the Warehouse Industry
Will Be Published

July 1st, 1923

It will treat exhaustively on the fundamental advantages of time and labor saving equipment, and scientific plant-layout—of efficiency in warehouse operation and management.

It will tell how progressive warehousemen are using labor-saving equipment with profit to themselves and better service for their clients. It will deal with all forms of equipment which merchandise or household goods warehousemen employ, including a discussion of the economical use of motor trucks in the warehouse field.

It will offer to manufacturers of any and all forms of warehouse equipment or products or materials used by warehousemen, freight forwarders and terminal companies an exceptionally favorable opportunity to reach their buyers with a direct, special and psychologically well timed appeal.

That DISTRIBUTION & WAREHOUSING covers the warehouse field with a thoroughness that is most uncommon is evidenced by the fact that of the combined membership of the American Warehousemen's Association, the National Furniture Warehousemen's Association and the Central Warehousemen's Club 80 per cent are subscribers and regular readers and the subscription list includes also hundreds who are not association members.

The field covered by DISTRIBUTION & WAREHOUSING has the purchasing power of an industry with a capital investment of more than a billion dollars.

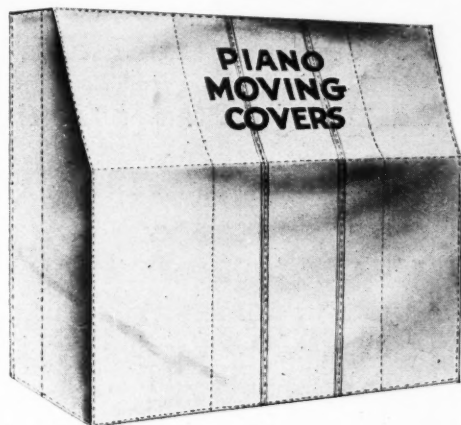
For advertising rates and space reservations write to

Distribution & Warehousing

239 West 39th St.
New York City

Mallors Building
Chicago

317 Fort St., W.
Detroit



Fleece Lined Piano Moving Covers \$10.50 Each

We Also Manufacture

Furniture Loading Pads
Table Top Covers
Victrola Moving Covers
Van Liner Pads
Fancy Striped Linen Finish
Storage Dust Covers
Waterproof Auto Truck
and Wagon Covers
Burlap—Twine—Rope

Get the Best

WM. A. IDEN CO.

564 Washington Blvd., Chicago, Ill.

Write Us for Prices



CONNERSVILLE Advertising Service

To all users of Connersville Rug Cleaning Equipment our advertising service is available at printing cost.

Artistic four color blotters and post cards, eight page four color folders, a variety of gummed posterettes, lantern slides, bundle inserts and newspaper cuts, have all been designed to help adequately advertise your carpet cleaning business.

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Connersville scrubbing machines and vacuum cleaners are built to give years of service without repairs. They insure the best rug cleaning service—Quality work quickly done.

Each Connersville purchaser receives "service plus" for every dollar he invests.

Manufactured by
LANE, FRADY & CLARK
United Vacuum Appliance Div.
Connersville, Indiana

Excelsior Wrapper Co.

MANUFACTURERS OF
EXCELSIOR PACKING PADS
BALED EXCELSIOR
WOOD WOOL

CHICAGO OFFICE: 224 W. KINZIE ST.
 FACTORIES: Sheboygan, Wis.; Grand Rapids, Mich.
 Metropolitan District Served by
 Boston Excelsior Co., 560 W. 29th St., New York City

Warehousemen!

Prepare for Spring Rains

The

"OVLIM-BRAND"

Truck, Wagon and Horse Covers

Insure Absolute Waterproof Facilities

Write for Prices and Catalogues.

Milvo Awning & Tent Works
 ROME, N. Y.

STANDARD SERVICE NOW INCLUDES
 Pneumatic Tube Systems
 Wire Line Carriers

PACKAGE BELT CONVEYORS, SPIRAL CHUTES
 GRAVITY ROLLER AND SLAT CONVEYORS

—in fact complete conveying systems to handle
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North Saint Paul, Minnesota

—the motor driven chain hoist with a
 thousand uses around
 the warehouse



And a thousand more outside it.
 Wherever it's needed, hook it up, plug it in—and start work.
 It's portable.
 Where electric current is not available, MOTORBLOC can be quickly converted into an ordinary chain hoist.
 Saves money and men.
 Speeds up work. Get the details.

Motorbloc Corporation,
 Summerdale,
 Philadelphia, Pa.

A Well Informed Employee Is Your Greatest Asset

TO GIVE the service that your customers expect and are entitled to receive, it is essential that every department head in your organization have an intimate knowledge of modern warehousing.

This knowledge can best be imparted to the various men in your organization by having them read DISTRIBUTION & WAREHOUSING each month.

On the subscription list of DISTRIBUTION & WAREHOUSING are many prominent terminal, warehouse, manufacturing and transportation companies who receive regularly several copies of each issue for their general executives, traffic managers and other department heads.

The subscription price is only \$2.00 per year (\$2.50 west of the Mississippi). Dictate the letter now, giving us the names and addresses of the men in your company who should be receiving this publication each month.

DISTRIBUTION & WAREHOUSING

239 West 39th St., New York, N. Y.

General Motors Trucks

In 1918 Mr. H. C. Gonter, Manager of the Tractor Transportation Company, St. Louis, Mo., purchased a 3½-ton GMC. At the time he was using several other makes of trucks. Today his fleet is comprised exclusively of GMC trucks. Notwithstanding the fact that they are always subjected to at least 25 per cent overload and are in continuous use all day, they have proved to be economical and dependable under all traveling conditions.



Fleet of GMC trucks operated by the Tractor Transportation Company, St. Louis, Mo.

GMC chassis list at the factory as follows: 1-ton, \$1295; 2-ton, \$2375; 3½-ton, \$3600; 5-ton, \$3950; tax to be added.

GENERAL MOTORS TRUCK COMPANY

Division of General Motors Corporation
PONTIAC, MICHIGAN

Dealers and service in most communities.

ENOZ

KILLS MOTHS

It's your best insurance and protection.
Liberal trial offer.

ENOZ CHEMICAL CO.

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VARIETY FIRE DOORS

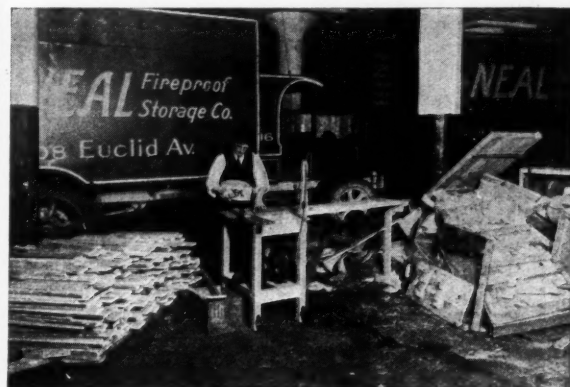


Resist terrific temperatures, operate smoothly, cost little to install, and almost nothing to maintain. They are a big help when selling your space, and save quite a bit on insurance premiums. Made in rolling, swinging and sliding types: sizes to fit any specification. We aid you to determine the doors best adapted to your needs, without charge. Send now for illustrated descriptions.

Variety Fire Door Company
2958 Carroll Ave., Chicago, Ill.

1923 NEAL HANDY SAW! Model

Where Money Is Made or Lost
Neal Handy Saw Saves Your Cost



MOST ECONOMICAL SAW EVER OFFERED WAREHOUSEMEN

No special wiring required. Ready to run when received. Cut shows material salvaged at lowest cost of labor.

Prepare for Spring Rush—Order Now

ARTHUR W. NEAL, 7208 Euclid, Cleveland, O.

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In your warehouse seal your doors. It furnishes you with proof against claims.

In your trunk room—seal trunks. There can never be an argument about its security.

In your trunk room—seal your silver and valuable boxes. It eliminates all claims.

*The Seal Is Your Protection
Used by Most Warehouses*

E. J. BROOKS & CO.

98-100 Park Place

New York City

Manufacturers of All Styles of Seals and Presses

EXCELSIOR PADS WOOD WOOL PADS EXCELSIOR WOOD WOOL

H. W. SELLE & CO.

Manufacturers

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Chicago, Ill.

ATLANTIC EXCELSIOR CO.

507-527 W. 30th St.
New York, N. Y.

AMERICAN FOREST PRODUCTS CO.

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Philadelphia, Pa.

FURNITURE PADS

Strongly sewed, thickly and evenly padded, covered with durable O. D. canvas. Immediate shipment from stock.

FULTON BAG & COTTON MILLS, Inc.

330 WYTHE AVE.

BROOKLYN, N. Y.

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Dallas

St. Louis

New Orleans

Minneapolis

Your
New
Ware-
house

**Economical Design
Efficient Planning**

Mill, Reinforced Concrete and
Steel Buildings

Warehouses and Factories

J. A. FOUILHOX

Am. Soc. C. E. Member Am. Soc. H. & V. E.

Architect & Consulting Engineer

7 West 42nd St., N. Y. City



Model J

HERE YOU HAVE IT The 1922 Model

Bradley Stencil Machine

Graduated Table, Handle Adjustable to Two Positions, Rapid Stroke and Other New Features. Model J cuts $\frac{3}{4}$ " Letters. Model K cuts $\frac{1}{2}$ " Letters.

Our GIANT MACHINES Cut $1\frac{1}{4}$ " and $1\frac{1}{2}$ " Letters for Export Shipments.

Mark Your Shipments Right.
BUY A BRADLEY

Bradley Oil Board and Stencil Papers.
Bradley's Two-In-One Stencil and Marking Ink.
The Bradley Ball Stencil and Marking Pot.

Write for Samples and Prices.

A. J. BRADLEY MFG. CO.

101 BEEKMAN ST.,

NEW YORK

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No chance of anybody handling, stealing or misplacing valuable property. The King is sealed securely and the seal is not broken until goods arrive at destination.

Find out about the many interesting features of the King Shipping Case. Write today for our descriptive catalogue.

The King Shipping Case Corporation
276 West Water Street Syracuse, N. Y.

King Shipping Case



SERVICE

Is All You Sell

Make it perfect. Use Service Steel Rug Racks. Preserve pile of rugs, make each accessible. Conserve space. Promote cleanliness and resist fire and vermin. Adjustable shelves. Can be set up by your own men. Add units as business grows. Send sketch of rug room. Our engineer will send layout and moderate estimate. Ask today.

SERVICE STEEL PRODUCTS CO.

140 N. Dearborn Street

Chicago, Ill.

Supply each of your drivers with a



Re-Ku

**LEMON
STICK**

for touching-up mars and scratches made in delivery. The greatest "kick" satisfier ever made. Works on all finishes. Used by furniture and music dealers and warehouse men all over the country. One of these sticks used by every driver will prevent those "petty kicks" and save you much "grief."

Packed in handy screw-top container, 50c. each, \$2.50 one-half dozen; \$4.50 dozen.

Order a trial lot at once. Satisfaction guaranteed. Also ask for our new catalog and prices on finishing materials.

RE-NU PRODUCTS CO.,
551 W. Monroe St.,
CHICAGO, ILL.

The Exchange

A Department of Trade
and Employment Opportunities

If you don't find what you want here, your advertisement here will find it for you.

This Exchange section serves a real purpose in the industry by affording a central market place for the disposing of equipment no longer needed, and the securing of special apparatus at bargain prices. If you have any equipment for sale or wish to sell your business, this section is the logical place to advertise. All advertisements in this section will be accepted at a flat rate of three cents per word for each insertion.

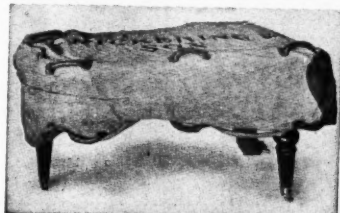
ESTABLISHED Moving and Trucking Storage Warehouse desires to sell its moving and trucking business to a responsible party. Wonderful opportunity for the right man. Box 177, DISTRIBUTION & WAREHOUSING.

THOROUGHLY EXPERIENCED and competent man wants position as Traffic Manager with reliable firm. Best of references. Box 182, c/o Distribution & Warehousing.

EXPERIENCED Office and Warehouse executive wants to connect with growing Warehouse Company where intelligent service is required. Ready on thirty days' notice. Particulars on request. Box 181, Distribution & Warehousing.

FOR SALE—Cleveland Carpet Vacuum Machine; 19½ ft. long; will sacrifice; write for particulars. Isacson, 462 Fifty-second Street, Brooklyn, N. Y.

If You Move or Handle Pianos—
Acquaint Yourself—by All Means—With
The Breen Grand Piano Cover



"The Only One
of Its Quality
on the Market"

Send for catalogue on Piano Movers' Supplies. We also make Water-proof Motor Truck and Wagon Covers.

WM. H. BREEN

219-231 Rutherford Ave., Charlestown, Mass.
It Can't Scratch If It's Properly Covered

MASON'S Whip Hoists

Wool, Cotton, Hay, Coffee, Hides, etc.
Either by Outrigger or Through Hatchways.

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Atlantic Mills, Providence, R. I.
One No. 5—also Two No. 10 Whip Hoists
Shawsheen Mills, Shawsheen, Mass.
Two No. 15 Whip Hoists
Clybourn Wool Co., 18 West Austin Ave., Chicago, Ill.
One No. 10 Whip Hoist
New York Dock Co., Brooklyn, N. Y.
Thirteen No. 15 and One No. 25 Whip Hoist

VOLNEY W. MASON & CO.

VOLNEY W. MASON, Owner
1860 PROVIDENCE, R. I., U. S. A. 1923



THE MCINERNEY CO.
PASSENGER AND FREIGHT
ELEVATORS
FOR ALL PURPOSES
PLANT AND MAIN OFFICE
COUNCIL BLUFFS, IOWA

Always Good~

Now Better than Ever

Another
FEDERAL
"Means Another Satisfied User"

You Can Renew Scraped or Rubbed Spots



With this improved system of resurfacing, you can turn furniture blemishes into easy money.

Scraped, rubbed or worn-through spots can be renewed in a few minutes—*without laps*—by the use of Campbell's Ethereal Varnish. Any finish can be duplicated *exactly*.

Campbell's Ethereal Varnish does not spread the old finish but builds up a new, durable, beautiful surface equal to the original. Can be hand polished or rubbed dull. Far superior to shellac or French varnish for French polishing. Write for details and prices.



This Money Making Book

FREE By following the instructions in this book, you can remove any kind of blemish from any kind of finish. It will increase your profits. Sent post-paid, without cost or obligation. Write for it now—a card will do.

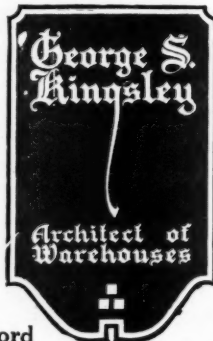
The M. L. CAMPBELL CO.

24th and Penn

Kansas City, Mo.

A Credit to the Community

A well designed warehouse, in harmony with its surroundings, invites patronage by its value to the community. An energetic salesman by reason of its "personality," it reflects stability and security to the merchandise and commodities stored in it.



A Wonderful Record

As engineer, warehouseman and architect, George S. Kingsley has satisfied his clients for twenty-nine years—a record all the more remarkable because of heavy demands for new units by old clients during the past three years.

ASK US

If you contemplate new units, or changes to existing buildings, and want assurance of "plus" service from idea to completion, consult with us. It will be worth your time.



CHICAGO,
109 N. Dearborn St.
NEW YORK,
2255 Broadway
(at 81st Street)

INDEX TO GENERAL ADVERTISERS

The Advertisers' Index is published as a convenience, and not as a part of the advertising contract. Every care will be taken to index correctly. No allowance will be made for errors or failure to insert.

Austin Co. 6

B
Bradley Mfg. Co., A. J. 134
Breen, W. H. 135
Big 4 Transfer Co. 140
Brooks & Co., Inc., E. J. 134

C
Campbell Co., M. L. 136
Chicago Quilt Mfg. Co. 139
Cleveland-Akron Bag Co. 137

D
Distribution Service Co., Inc. 4

E
Enoz Chemical Co. 133
Excelsior Wrapper Co. 132

F
Federal Motor Truck Co. 135
Fouilhoux, J. A. 134
Fulton Bag & Cotton Mills, Inc. 134

G
Garford Motor Truck Co. 51
General Motors Truck Co. 133

I
Iden Co., Wm. A. 131
International Harvester Co. Second Cover

J
Jordan, Jr., Mfg. Co., W. H. & F. 139
Judson Freight Forwarding Co. 3

K
Kelly-Springfield Tire Co. 2
King-Shipping Case Corp. 134
Kingsley, Geo. S. 136

L
Landers, Frary & Clark. 131

M
McInnerney Co. 135
Mason & Co., Volney W. 135
Milvo Awning & Tent Works. 132
Moore & Dunford. 52
Motorbloc Corp. 132

N
Neal Handy Saw. 133

P
Peele Co. Back Cover

R
Re-Nu Products Co. 134
Ruggles Motor Truck Co. 5

S
Self-Lifting Piano Truck Co. 138
Service Steel Products Co. 134
Sewell Cushion Wheel Co. Third Cover
Standard Conveyor Co. 132
Selle & Co., H. W. 134

T
Towmotor Company 137
Trans-Continental Freight Co. 1

V
Variety Fire Door Co. 133

W
Walker Vehicle Co. Front Cover
War Department, U. S. A. 128-129
White Tar Co. 138

(For Shippers Index Advertisers, See Pages 137, 138 and 139)

SHIPPERS INDEX

(For Index to General Advertisers, See Page 136)

The Advertisers' Index is published as a convenience, and not as a part of the advertising contract. Every care will be taken to index correctly. No allowance will be made for errors or failure to insert.

A	
A. B. C. Fireproof Warehouse Co. 87	Continental Warehouse Co. 66
A. B. C. Storage & Moving Co. 123	Cotter Warehouses of Ohio, 105-112
Aberdeen Storage Co. 129	Crandall Trans. & Whse. Co. 70
Acme Transfer & Storage Co. 51	Crooks Terminal Whses. 87
Adams Stor. & Trans. Co. 111	Crutcher Warehouse Co., L. T. 87
Adams Transfer & Storage Co. 87	Cummings Storage Co. 100
Albany Terminal Warehouse Co. 93	Cuneo Storage Co. 100
American Household Storage Co. 96	Currier-Lee Warehouse Co. 66
American Storage Express Co. 116	Curtis Bros. Transfer Co. 106
American Warehouse Co. 123	
Anchor Warehouse Co. 93	
Andrews Fireproof Storage Co. 110	
Arlington Storage Whse. 77	
Atlas Warehouse, Inc. 98	
Auburn Draying Co. 93	
Audubon Storage Warehouse. 98	
B	
B. R. & P. Warehouse, Inc. 102	Daggett Transfer & Stge. Co. 74
Baggage & Omnibus Trans. Co. 114	Dakota Warehouse Co. 120
Ballard Ppf. Stge. & Trans. Co. 84	Dallas Storage & Warehouse Co. 122
Baltimore & Ohio Stores, Inc. 98	Daniel Storage Co., R. L. 122
Baltimore Storage & Moving Co. 76	Danville Transfer & Storage Co. 70
Baltimore Transfer & Stge. Co. 85	Day & Meyer-Murray & Young. 99
Bartlett Bros. 60	De Camp, Inc., Job. Co. 91
Becker Fireproof Storage Co. 111	Decher Bros. Storage Co. 62
John 111	D-e-n-thal Truck & Storage Co. 113
Beche Stor. & Mov. Co. 87	Detroit Storage Co. 81
Bekins Ppf. Stge. (Calif.) 56, 58	Dewey & Co., George E. 60
Bekins Fireproof Storage (Ore.) 114	Dietrich, Jacob 90
Bekins Storage (Wash.) 125	Doe, Delor 102
Bekins Household Shipping Co. 65	Drew Cartage & Stge. Co., H. L. 113
Bekins Omaha Van & Storage Co. 89	Drexel Storage & Transfer Co. 115
Belmar Moving & Storage Co. 118	Dunn Co., D. W. 75
Big 4 Transfer Co. 140	Duquesne Warehouse Co. 118
Bill Bros. Co. 60	Dye Fireproof Warehouse, Inc. 96
Bingham Soms, Joseph. 98	Freel F. 96
Binghamton Whse. & Supply Co. 94	
Binyon-O'Keefe Ppf. Stge. Co. (Fort Worth) 123	
Birrer Motor Freight & Transportation Co. 102	
Blackham Stge. & Trucking Co. Inc. 98	
Blakeslee Co., Ralph N. 102	
Blanchard Storage Co., Inc. 102	
Blanc's Trans. & Stge. Co. 117	
Bond Ppf. Stge. Co., E. M. 121	
Boulton's Storage. 127	
Bowler Storage & Sales Co. 80	
Boyd Transfer & Storage Co. 83	
Brady & Son Co., P. 98	
Bridgeport Storage Whse. Co. 60	
Brooklyn Storage Co. 119	
Brockton Ppf. Stge. Co. 86	
Brook's Office & Warehouse Co. 87	
Brown Trucking Co. 71	
Buffalo Storage & Carting Co. 96	
C	
Cady Moving & Storage Co. 119	Feld Bros. & Co. 85
Cairo Storage & Forwarding Co. 61	Ferriss Warehouse & Storage Co. 62
Caldwell Storage Co., C. M. 65	Fidelity Fireproof Storage Co. 56
California Truck Co. 56	Fidelity Storage Co. (Baltimore) 77
Cameron Transfer & Storage Co. 83	Fidelity Storage & Transfer Co. 85
Campbell Stores. 109	Fidelity Storage & Van Co. 89
Campbell's Warehouse. 103	Flint & Son, L. 91
Carnahan Trans. & Stge. Co. (Pa.) 116	Fireproof Storage Co., Inc. 75
Carnahan's Trans. & Stge. (La.) 76	Fireproof Stge. & Transfer Co. 83
Carroll Stge. & Dist. Co. 104	Fireproof Whse. & Stge. Co. 112
Cathart Van & Stge. Co. 63	Flitz Co., Francis. 78
Cedar Rapids Transfer Co. 73	Flagg Storage Warehouse Co. 103
Central Public Warehouse Co. 71	Flint Fireproof Storage Co. 81
Central Storage Co. 87	Ford Transfer & Storage Co. 89
Central Storage & Forwarding Co. 65	Forest Hills Stge. Warehouse. 98
Central Warehouse Co. (Baltimore) 76	Fort Erie Warehouses & Decks. 115
Central Warehouse Co. (Saginaw) 83	Fort Wayne Storage Co. 71
Central Whse. Co. (St. Paul) 94	Fulton Storage Warehouse Co. 91
Charleston Whse. & Fwdg. Co. 120	Furniture Mfrs. Whse. Co. 82
Charles Transfer Co., Inc. 54	
Chattanooga Trans. Stge. Co. 120	
Chattanooga Warehouse & Cold Storage Co. 120	
Chelsea Ppf. Stge. Whses., Inc. 99	
Church Warehouse & Transfer Co. 114	
Cincinnati Tobacco Whse. Co. 105	
Citizens Transfer & Storage Co. 113	
City Transfer Co. 127	
City Transfer & Storage Co. 56	
Chasey Carting Co., J. C. 106	
Cleveland Storage Co. 106	
Cleveland Warehousemen 109 to 111	
Coburn Stge. & Whse. Co., Henry 72	
Cold Spring Storage Co. 97	
Columbia Storage Warehouse. 91	
Columbia Terminals Co. 88	
Columbian Stge. & Transfer Co. 82	
Columbian Warehouse Co. 119	
Commercial Truck & Storage Co. 125	
Commonwealth Ice & Cold Storage Co. 78	
D	
Daggett Transfer & Stge. Co. 74	
Dakota Warehouse Co. 120	
Dallas Storage & Warehouse Co. 122	
Daniel Storage Co., R. L. 122	
Danville Transfer & Storage Co. 70	
Day & Meyer-Murray & Young. 99	
De Camp, Inc., Job. Co. 91	
Decher Bros. Storage Co. 62	
D-e-n-thal Truck & Storage Co. 113	
Detroit Storage Co. 81	
Dewey & Co., George E. 60	
Dietrich, Jacob 90	
Doe, Delor 102	
Drew Cartage & Stge. Co., H. L. 113	
Drexel Storage & Transfer Co. 115	
Dunn Co., D. W. 75	
Duquesne Warehouse Co. 118	
Dye Fireproof Warehouse, Inc. 96	
Freel F. 96	
E	
Eagle Warehouse & Storage Co. 91	
Easy Truck & Storage. 112	
Eastern States Refrigerating Co. 80	
El Paso Ppf. Storage Co., Inc. 122	
Elgin Exp. & Stor. Whse. Co. 90	
Elgin Storage & Tr. Co. 70	
Ellinger, L. 100	
Elmira Storage & Sales Co. 97	
Elston Packing & Storage Co. 82	
Emergency Trucking & Warehouse Corp. 100	
Empire Storage Co. 66	
Erie Storage & Carting Co. 115	
Erie Warehouse Co. 115	
Ewert & Richter Exp. & Stor. Co. 73	
Eyres Storage & Dist. Co. 125	
F	
Feld Bros. & Co. 85	
Ferriss Warehouse & Storage Co. 62	
Fidelity Fireproof Storage Co. 56	
Fidelity Storage Co. (Baltimore) 77	
Fidelity Storage & Transfer Co. 85	
Fidelity Storage & Van Co. 89	
Flint & Son, L. 91	
Fireproof Storage Co., Inc. 75	
Fireproof Stge. & Transfer Co. 83	
Fireproof Whse. & Stge. Co. 112	
Flitz Co., Francis. 78	
Flagg Storage Warehouse Co. 103	
Flint Fireproof Storage Co. 81	
Ford Transfer & Storage Co. 89	
Forest Hills Stge. Warehouse. 98	
Fort Erie Warehouses & Decks. 115	
Fort Wayne Storage Co. 71	
Fulton Storage Warehouse Co. 91	
Furniture Mfrs. Whse. Co. 82	
G	
Galt-Bleck Warehouse Co. 76	
Gardner Storage Co., Inc., R. B. 61	
Garrett Transfer & Storage Co. Inc. 61	
General Fireproof Storage Co. 113	
General Warehousing Co. (Conn.) 69	
General Warehousing Co. (Mo.) 88	
Gibbs Express Co. 80	
Gilbert Storage Co., Inc. 100	
Glasgow Storage & Cartage Co. 127	
Glenn & Son, O. J. 96	
Globe Delivery Co. 89	
Glynn's Transfer & Ppf. Stor. Co. 61	
Gonzalez Co., M. F. 62	
Goodman Trans. Whse. Co. 51	
Goodman Whse. Corp. 90	
Gordon Ppf. Whse. & Van Co. 90	
Gottry Carting Co., Sam. 103	
Graham's Storage Warehouse. 77	
Greensboro Warehouse & Stge. Co. 104	
Gregg Cartage Co. 108	
Griffin, The Transfer Man. 114	
Grissold & Walker, Inc. 66	
Grodick Transfer & Storage Co. 75	
Groves Fireproof Warehouse Co. 87	

(Continued on page 138)

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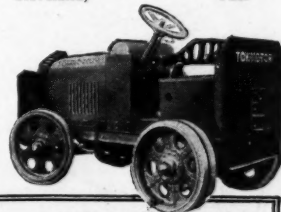
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SHIPPERS INDEX—Continued

(Continued from 137)

H	
Hamilton Terminal Whses., Ltd.	127
Hamman Bros.	70
Hanlons Storage Warehouses	93
Hansen Storage Co.	126
Harders Fireproof Stge. & Van Co.	67
Harragan's Stge. Ware., Inc.	95
Harrisburg Storage Co.	118
Harris Express	60
Harris Transfer & Warehouse Co.	54
Hartford Despatch & Trucking Co.	61
Harvard Storage & Warehouse Co.	86
Haslett Warehouse Co.	58
Hasley Bros.	118
Haugh & Keenan Stge. & Tr. Co.	118
Headley's Express & Storage Co.	115
Healey & Sons, Thos. F.	95
Hebard Storage Warehouses	67
Helek Transfer & Storage Co.	126
Heisig Storage Co.	121
Hess-Strickland Trans. & Stge. Co.	54
Hildenbrand Bros.	116
Hill, J. G.	85
Hobson's Storage	100
Hodges Fireproof Warehouse, Jos.	114
Hollingsworth Warehouses	64
Hollywood Storage Co. (Hollywood)	55
Hollywood Storage Co. (Los Angeles)	56
Horstmann Warehouse Co., Inc.	95
Howard & Conlon	93
Hudson River Stor. & Ware. Corp.	93
Hulse Stor. & Trans. Co., J. R.	87
Hummel Warehouse Co.	115
Hunter Transfer Co. (Arkansas)	55
Hunter Transfer Co. (Texas)	124
I	
Independent Warehouse Co., Inc.	76
Indianapolis Warehouse Co., Inc.	73
International Whse. Co. (El Paso)	122
Inter-State Forwarding Co., Inc.	122
Inter-State Transfer & Storage Co.	75
Interstate Trucking Co., Inc.	118
Iowa Warehouse Co.	74
J	
Jamaica Stge. Warehouse	98
Jennings-Cornwall Whse. Co.	124
Johnson Transfer & Fuel Co.	65
Jones & Co., Inc.	124
Jones-Clark Trucking & Storage Co.	104
K	
Kansas City Warehousemen	86-87
Kaufman Fireproof Stge. Whses.	77
Kedney Warehouse Co. (Minn.)	83
Kedney Warehouse Co. (N. Dak.)	104
Kedney Warehouse Co. (St. Paul)	81
Kennelott-Patterson Trans. Co.	59
Kent Storage Co.	82
Kessel Bros.	68
Keystone Storage Co.	116
Keystone Warehouse	116
Kinderman & Son, Julius	100
King Storage Warehouse, Inc.	103
Kniekerbocker Stge. Co. (Akron)	104
Kniekerbocker Stge. Co. (Cleveland)	111
Kroeger, Joseph J.	91
Kniekerbocker Stge. Whse. Co.	91
L	
Lakeshore Moving & Storage Co.	111
Lakewood Fp. Storage Co.	110-112
Lancaster Storage Co.	116
Langan, B. A.	88
Lansing Storage Co.	83
Lasham Co., Edw.	67
Lawrence Warehouse Co. (Oakland)	58
Lawrence Warehouse Co. (San Francisco)	58
Lazarus Co., F. J., 20th Century Stge.	115
Lederer Terminal Warehouse Co.	108
Lee Bros., Inc.	100
Lee & Sons Co., H. C.	113
Lehigh Warehouse & Trans. Co., Inc.	92
Lenihan's Corona Whse., Inc.	97
Leonard Ware., Inc. (N. Y.)	96
Leritz & Son, L.	87
Lexington Storage & Whse. Co.	95
Liberty Cartage Co.	108
Lincoln Fireproof Stor. Co. (Mo.)	87
Lincoln Fireproof Stor. Co. (Ohio)	111
Lincoln Fireproof Warehouse Co.	127
Lincoln Stge. Co. (Ohio)	112
Lincoln Storage Warehouses	90
Long Acre Express & Van Co.	100
Long Beach Transfer & Warehouse Co.	56
Long Island Stge. Warehouses	96
Long Warehouse Co., S. N.	89
Los Angeles Whse. Co.	59
Louisville Public Warehouse Co.	75
Lyon Fireproof Storage Co.	57
M	
McCanns Stor. Whse. Co.	104
McLaughlin Warehouse Co.	76
McPheter's Warehouse Co.	83
Mahin Shipping & Storage Whse.	68
Mathews Storage Warehouses	126
Memphis Terminal Corp.	121
Merchandise Storage Co.	112
Merchants Transfer & Stge. Co. (Davenport)	73
Merchants Transfer & Stge. Co. (Des Moines)	74
Merchants Transfer Co. (Ohio)	113
Merchants Transfer Co. (Texas)	123
Merchants Warehouse Co.	81
Merchants Warehousing Co.	119
Meridith Storage Co.	70
Metropolitan Storage Whse. Co.	80
Metropolitan Whse. Co.	80
Midland Whse. & Transfer Co.	68
Miller Transfer & Storage Co.	126
Mindermann, Inc., H. J. F.	100
Minneapolis Trans. & Whse. Co.	84
Mocler Transfer & Storage Co.	54
Mollen Transfer & Storage Co.	87
Monarch Stge. & Forwarding Co.	71
Monarch Storage & Warehouse Co.	66
Monarch Transfer & Stge. Co.	85
Monroe Warehouse Co., Inc.	103
Montgomery & Co.	116
Monumental Stge. & Carpet Cleaning Co.	77
Mooney, Edw. J.	101
Mooney's Newark & New York Express	82
Morgan & Brother	101
Morrow Trans. & Stor. Co.	63
Morr Trans. & Stge. Co., D. A.	87
Mott Haven Storage Warehouse Co.	101
Muegg-Jenull Storage Co.	123
Murdoch Storage & Transfer Co.	118
Murray Storage Corp., J. F.	101
Muskogee Transfer & Stor. Co.	114
N	
National Bonded Warehouse	63
National Storage Warehouse Co.	90
Neal Fireproof Storage Co.	110
Nelson, David	126
Nelson Transportation Co.	81
New Jersey Warehouse Co., Inc.	92
Nielsen Cartage Co., C. & H.	81
Nineteenth St. Storage Warehouse	95
Ninth St. Terminal Whse. Co.	107
North Philadelphia Stor. Co.	116
Northeastern Stge. & Dist. Co.	80
Northern Ave. Stores & Dock Corp.	78
Northwestern Transfer Co.	114
Norwood Transfer Co.	105
O	
O. K. Trans. & Stor. Co. (Ark.)	55
O. K. Trans. & Stor. Co. (Okla. City)	114
O'Connor, P. J., Inc.	96
O'Neill Tr. & Storage, John	118
O'Reilly Storage Warehouse, T. J.	101
Olson & Co., Gustav A.	96
Ontario Warehouse Co.	68
Oregon Auto Dispatch	115
Oregon Transfer Co.	115
Oshkosh Storage Co.	127

(Continued on page 139)

SHIPPERS INDEX—Continued

(Continued from Opposite page)

P	
Pacific Storage & Tr. Co., Inc.	125
Pacific Storage & Warehouse Co.	90
Pagels, Fred	105
Parhandle Storage Warehouse	105
Passaic Transportation Co.	92
Peasley Transfer & Storage Co.	64
Penn Storage & Van Co.	116
Pennsylvania Terminal Ware. Co.	89
Perry Bros. Trans. & Storage Co.	87
Petry Express & Storage Co.	3
Pettit's Storage Warehouse Co.	71
Philadelphia Local Express	116
Pioneer Truck & Transfer Co.	55
Pittsburgh Transfer & Storage Co.	75
Pope Transfer & Stge. Co.	60
Post, R. F.	119
Prudential Stge. & Mov. Co. (Los Angeles)	56
Prudential Stge. & Mov. Co. (San Diego)	58
Q	
Quackenbush Warehouse Co.	119
Queen City Warehouse Corp.	97
Quincy Mkt. Cold Storage & Warehouse Co.	79
R	
Railway Terminal Whse. & Stor. Co.	104
Railway Terminal & Whse. Co.	68
Rathbun Cartage Co.	113
Red Line Transfer & Stge. Co.	74
Redhead Storage Co.	111
Relly, James W.	101
Reshipping Warehouses	69
Richards Stor. Co.	82
Ricks Storage & Distributing Co.	85
Riverside Truck & Stge. Co.	80
Roberts Terminal Warehouse Co.	93
Rochester Carting Co.	103
Rock Island Transfer & Stge. Co.	71
Rockford Storage Warehouses	71
Rolls Furniture Stge. Whse.	93
Rosenthal Fireproof Stge. Co.	74
Roseville Storage Co.	103
Rudd, J. A.	103
Ryan, Nell F.	103
S	
St. Paul Terminal Warehouse Co.	85
Safety Storage Co.	93
Safety Trans. & Stge. Co., Inc.	75
San Francisco Whse. Co.	58
Savannah Bonded Whse. & Tr. Co.	64
Savannah Distributing Co.	64
Schantz Co., Joseph A.	103
Scobey Fireproof Stge. Co.	121
Scott Bros. Fireproof Stor. Co.	111
Security Storage & Trust Co.	77
Security Storage & Warehouse Co.	83
Security Warehouse Co. (Georgia)	63
Security Whse. Co. (Minneapolis)	84
Shanahan Transfer & Storage Co.	119
Shank Fireproof Storage Co.	83
Shattuck & Nimmo Warehouse Co.	57
Sheldon Transfer & Storage Co. Inc.	80
Shupe Terminal Corp.	91
Simpson Express Co.	90
Skellet Co.	84
Smedley Company	61
Smith Transfer & Storage Co.	61
Smith, W. Cady	103
Sofia Bros.	92
South Jersey Warehouse Co.	90
Soo Terminal Warehouse	69
Southee, John B.	94
Southern Bonded Warehouse Corp.	125
Southwest Warehouse Corp.	87
Southwestern Stge. & Dist. Co.	75
Stacey Storage Co., Wm.	106
Stahl & Sons, Inc., John	98
Standard Whsg. & Mer. Co., Ltd.	127
Stanford Trans. & Whse. Co.	54
State Center Whse. & Cold Stge. Co.	55
Stockton Transfer Co., Jos.	69
Strang, Chas. D.	96
Strang Warehouses, Wm. H.	96
Student's Transfer & Storage Co.	55
Suez, Otto J.	73
Sullins, C. C.	121
Sunlight Fireproof Stge. Whse. Co.	96
T	
Taylor O. Edwards	125
Terminal Storage Co.	62
Terminal Wharf & R. R. Whse. Co.	79
Terminal Whse. & Tr. Co.	117
Terminal Warehouse Co. (R. I.)	120
Texas Fireproof Storage Co.	124
Tiffany Fireproof Storage Whses.	102
Toledo Merchants' Delivery Co.	113
Toledo Terminal Warehouse Co.	113
Tonnies Transfer & Storage Co.	85
Tooker Stge. & Fwdg. Co. (Ill.)	69
Tooker Stge. & Fwdg. Co. (N. Y.)	102
Tripp Warehouse Co.	72
Tri-State Dist. Co.	121
Troth's Model Warehouses	117
Tucson Warehouse & Transfer Co.	54
Tulsa Storage & Transfer Co.	114
Turner Cartage & Stge. Co.	81
U	
Union Fireproof Warehouse Co.	105
Union Storage Co. (Dayton)	112
Union Ter. Whse. Co. (Fla.)	62
Union Terminal Whse. Co. (Cal.)	57
Union Trans. & Stge. Co. (Ky.)	75
Union Transfer & Storage Co.	123
Union Transfer Co.	104
United Fireproof Warehouse Co.	127
United States Storage Co.	62
United Warehouse Co. (Seattle)	125
United Warehouse Co. (Wichita)	75
V	
Valley Van & Storage Co., Inc.	55
Virginia Bonded Whse. Corp.	125
W	
Wagner & Son	65
Wagner Ppf. Stge. & Truck Co.	113
Wallace Storage Co.	117
Wallace Trans. & Forwarding Co.	106
Ward & Bro., Hugh F.	102
Warner Storage Corp.	102
Warner Warehouse Co.	73
Warrant Warehouse Co.	54
Waterbury Storage Co.	61
Weathered Trans. & Stge. Co.	124
Weber Express & Storage Co.	118
Weicker Transfer & Storage Co.	59
West Coast Whse. Co. (Ariz.)	54
West Coast Whse. Co. (Cal.)	58
Western Michigan Trans. & Stge. Co.	83
Western Transfer & Storage	127
Western Warehousing Co.	70
Westheimer Service	123
Wiley & Nicholls Co.	123
Wilkes-Barre Warehousing Co.	119
Windemere Trans. & Moving Co.	110
Winslow Trucking Co.	104
Withers Transfer & Storage Co.	62
Wolverine Storage Co.	81
Woodside Stge. Co., Inc., John J.	64
Woodworth, J. P.	73
Wright Transfer Co.	85
Y	
Yarnall Transfer & Storage Co.	62
Young, William	108
Z	
Zeigler-Schafer Co.	106

(For Index to General Advertisers, See Page 136)

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Something New

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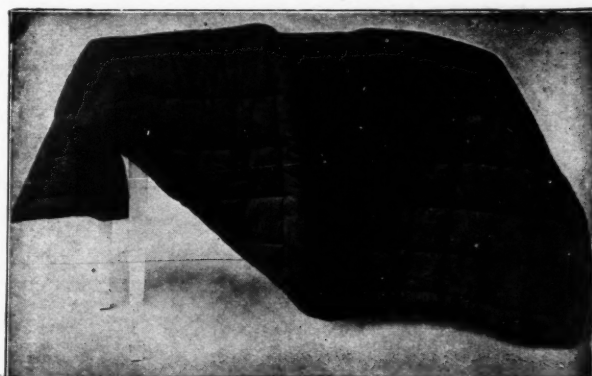
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Number Two



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TODAY, BIG 4 equipment and personnel specializing in long distance moving assures - speed, safety and economy in this field of motor transportation.

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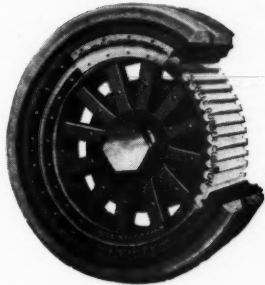
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Hebard Van & Storage Co., Chicago, Ill., Re-Orders Its Fourteenth Set of Sewell Wheels

Hundreds of Moving & Storage and Furniture Warehousing Companies Show Similar Records Having Standardized on Sewell Wheels for Greater Economy.



The Resiliency
is built in the wheel

It is the Rubber Flange Construction of Sewell Wheels that **DOUBLES** the resiliency of the live rubber cushion through years of service.

It is this Rubber Flange Construction that gives Sewell Wheels the **REQUIRED DEGREE** of resiliency for **FULL** protection of truck and tires from road jars.

The Hebard Van & Storage Company's record of repeat orders for Sewell Cushion Wheels reads:

1913.....	1 Set
1914.....	1 Set
1915.....	1 Set
1916.....	2 Sets
1919.....	1 Set
1921.....	1 Set
1922.....	6 Sets
1923.....	1 Set
Total.....	14 Sets

Many other firms in the Moving & Storage field have already placed repeat orders this year. Their actual experience in Sewell economy is the basis of these orders.

The fact that Sewell economy is extremely important to low cost truck operation is established by the fact that many firms have investments of \$60,000, \$70,000 and even \$90,000 in Sewell Wheels.

Sewell Wheels not only greatly lengthen truck life—a saving which amounts to several hundred dollars in the case of each truck—but they also greatly reduce repair and thus provide an even greater economy. The third saving of major importance is in tires. Sewell Wheels add thousands of miles to tire life.

For 14 years Sewell engineers have been helping truck operators to cut their costs. They stand ready to give you similar assistance. Let them tell you the actual experience of other firms in your field. Write.

**SPECIFY
SEWELL
CUSHION
WHEELS**

On Your New Trucks

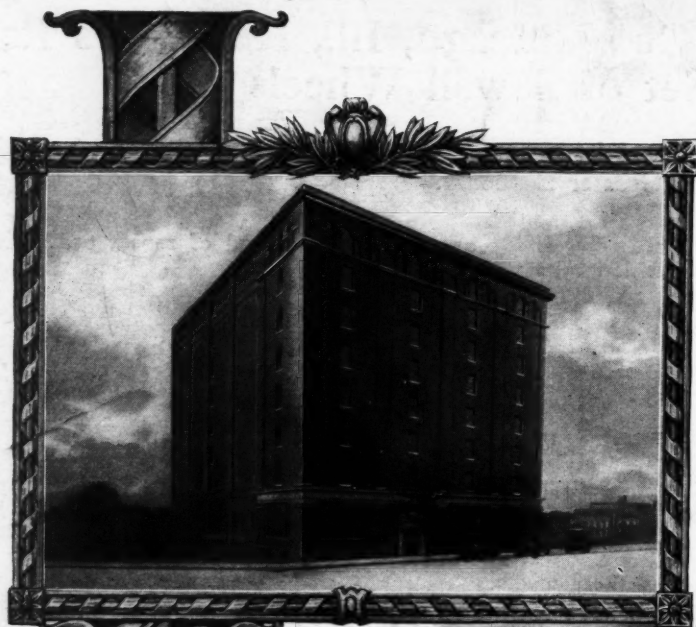
The Sewell Cushion Wheel Company DETROIT

New York Philadelphia Pittsburgh Chicago San Francisco
Representatives in Leading Industrial Centers



Two of a fleet of Sewell Equipped Trucks operated by the Hebard Van & Storage Co.

Sewell Cushion Wheels



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WAREHOUSE
T. Edward Cornelius
Architect

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PEELLE Doors are built to last, to do their duty efficiently and economically. Their simple counterbalanced, vertical operation speeds up trucking by permitting full clearance for loading and unloading. Their truckable feature saves breakage by bridging the gap from floor to elevator. They are fire-proof and guard against accidents. They are Underwriters' labelled.

If you have a freight elevator door problem, let PEELLE solve it.

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Boston . Cleveland . Philadelphia
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sent a copy of the PEELLE
Catalog. Write for it without
obligation.

PEELLE Freight Elevator **DOORS**
Counterbalanced-Truckable